

Nicole LeClaire MacDonald

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Enterprise Sales & Human Capital Leader / Strategic Client Partner / Coach & Advisor

Professional Summary

Passionate and results-driven global sales leader who is skilled in translating business strategy into innovative, solutions that deliver measurable business results.

25+ years of experience in organizational development, training, and change leadership. Recognized as a top performer, team player, and coach/mentor with a proven ability to develop new business, drive multimillion-dollar revenue growth, expand client portfolios, and strengthen long-term partnerships.

Core Competencies & Attributes

Strategic Account Leadership • Consultative Selling • New Business Development • Coaching & Mentoring • Team Collaboration • Entrepreneurial Thinking • Creative Problem Solving • Adaptability & Reliability

Professional Experience

The NeuroLeadership Institute - *Global research and consulting firm applying neuroscience to organizational development.*

- **Director, Enterprise Sales** (Remote) (Aug 2023 – Present)
- **Senior Client Advisor** (Remote) (Aug 2021 – Aug 2023)
- **Research & Solutions Consultant** (Aug 2018 – Aug 2021)
- Develop and manage a six-state territory (CA, AZ, CO, OR, HI, AK, and BC) across multiple industries.
- Achieved 50% year-over-year territory growth through strategic relationship building and client expansion.
- Recognized for innovative solutions that built long-term partnerships; average deal size \$350K, client revenue \$1.8M, 95% client retention.
- Coach and lead team members to surpass sales targets and deliver exceptional client outcomes.

Right Management - *Global leader in career transition and talent management consulting.*

- **Account Executive** (Remote) (Jan 2017 – Aug 2018)
- Led new business development for large-scale leadership development and career mobility programs.
- Delivered innovative solutions that supported organizational transformation and workforce transition.

- Voluntarily transitioned to new opportunity with The NeuroLeadership Institute.

Mandel Communications - *Recognized leader for professional presentation and communication skills training.*

- **Director, Global Accounts** (Remote) (Dec 2013 – Dec 2016)

- Managed high-profile, global client accounts with average deal size of \$150K and average client revenue of \$1M.
- Developed creative, scalable learning solutions that became company standards.
- Recognized for innovative client strategies and consistent revenue growth.

AchieveGlobal - *Pioneer in the global performance improvement firm specializing in leadership, sales, and customer service training.*

- **Global Account Executive** (Apr 2008 – Dec 2013)

- **Account Executive** (Apr 2001 – Apr 2008)

- **Sales Associate** (Apr 1999 – Apr 2001)

- Consistently recognized as a Top Performer and President's Club member (150–200% quota attainment).
- Negotiated the largest IP agreement (\$1M) in company history and expanded multinational client partnerships.
- Pioneered blended learning and custom solutions that enhanced client engagement and retention.
- Completed over 500 hours of professional training in sales, leadership, and customer service.

Education

B.A. Psychology, B.A. Sociology — Arizona State University | University of London

Professional Certificates

- Brain-Based Coaching Certificate (NLI, 2025)
- Certificate in Foundations of NeuroLeadership (2021)
- Certificate in AI, EdX (2024)
- Professional Selling Skills & Facilitator Training (2010)

Interests

Volunteering/Community Support, Art Therapy, Ceramics, Wing-Foiling, and Travel.