

Chad A. Goldberg

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Professional Summary

Strategic entrepreneur and business operator with 10+ years of experience founding, scaling, and managing a 7-figure short-term rental property management company with multi-million-dollar cumulative revenues. Known for resourcefulness, bold expansion, and lean operations that consistently delivered ~37% net profit margins—well above industry standards. Adept at leveraging software, automation, and small but high-performing teams to achieve outsized results. Now seeking to bring proven execution and creative vision to an early-stage startup or growth-focused leadership role.

Core Skills

- Business Strategy & Expansion
- Lean Operations & Automation
- Revenue Growth & Profit Optimization
- Entrepreneurial Leadership
- Sales & Client Relationship Management
- Attention to Detail & Process Improvement

Professional Experience

No Worries Resources, LLC – Founder & Managing Member

Multi-market short-term rental property management company with multi-million-dollar revenues and high margins

Roles Held:

- Director of Expansion | Reno, NV (Hybrid) | Dec 2023 – Present
Leading expansion into the Eastern Sierra Nevada market, with focus on rural homes and lifestyle properties.
- Founder & Managing Member | San Diego, CA (Hybrid) | Nov 2014 – Present
Built and scaled the business from startup to profitability, leveraging lean operations, automation, and high-performing teams.
- Director of Expansion | Byron Bay, Australia (Remote) | Nov 2017 – Nov 2019
Conducted market feasibility and tax/regulatory assessments for coastal Australian STR operations.

Key Metrics:

- Achieved peak performance of \$780K+ revenue with \$287K net profit while sustaining ~37% margins, triple industry norms.
- Consistently delivered 6-figure profits with automation-driven operations and a maximum team size of just 2 employees.
- Developed a proprietary sales process and closing technique, branded the 'Godfather Close,' which became a core driver of high-margin deal success.

Northern Nights Music Festival – Investor & Consultant | San Francisco Bay Area (Hybrid/Remote)

Boutique three-day event in Northern California's redwoods, blending music, art, wellness, and culture into a curated festival experience

Roles Held:

- Minority Investor, Limited Partner | May 2015 – Present
Provided early-stage capital investment, maintaining passive equity ownership and supporting investor relations/reporting.
- Data Consultant (Freelance) | Mar 2015 – Aug 2017
Partnered with founders to aggregate and analyze artist/attendee data from streaming platforms and social media; optimized artist booking ROI.

The Reynolds and Reynolds Company – Variable Operations Specialist | Southern California Market (Hybrid)

Jan 2012 – Dec 2014

Provides automotive retail software and digital sales tools, including the DocuPad system, to help dealerships streamline sales, compliance, and customer experience.

- Completed onboarding in record time and immediately recognized as Best Pitch Competition winner three years running.
- Closed a record-setting, multi-million-dollar DocuPad deal with Keyes Automotive C-level executives, LA's largest auto group, while still onboarding.
- Consistently ranked among top sales performers, reaching President's Club every year, and frequently tapped by leadership to close deals at major events and conventions.

Earlier Career

- MarketSource Inc. (Contracted with Ford Motor Company) – Development Consultant | Orange County, CA (2010 – 2011)

Supported dealership development initiatives, enhancing sales processes and customer engagement strategies.

- Volkswagen of America, Inc. – Finance Director | Irvine, CA (2006 – 2008)

Directed finance operations for a flagship dealership, increasing F&I revenue streams and ensuring compliance.