Chad A. Goldberg

VISIONARY, FOUNDER, CEO, SALES & OPERATIONS LEADER

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Summary

Visionary operator, entrepreneur, and growth architect recognized for building a seven-figure real estate and hospitality business that reimagined asset management for the digital era. Known for industry foresight and automation-first strategy, seamlessly integrating sales acumen, operational rigor, and scalable processes to deliver market-leading profitability. Possesses rare fluency navigating both US and international markets, with hands-on experience expanding across geographies and regulatory environments. Delivers results through a blend of consultative leadership, cross-functional team building, and relentless innovation - transforming ideas into enduring enterprise value.

Skills

- C-Level Alignment
- P&L Oversight
- International Expansion
- Net New Logo Capture
- Client Retention
- Automation Deployment
- Solutions Architect
- Contract Negotiation
- Vendor Management
- Sales Process Engineer
- Closing Technique Design
- Territory Development
- Workflow Modeling
- Data-Driven Forecasting
- Team Building
- Cross-Functional Collaboration
- ROI Analysis
- Emerging Industry Experience

Experience

No Worries Resources | Founder & CEO — 2014 - Present

A modern real estate + hospitality-meets-automation company specializing in subleasing vacation rentals. NWR disrupted the traditional property management model by building a portfolio of high-net-worth clients, then restructured daily business flows through automation and system integration. The business scaled using a pioneering business model now popularly known as “Rental / Airbnb Arbitrage,” optimizing asset utilization and operational efficiency in the vacation rental market.

- Bootstrapped from $10K to $800K+ annual revenue with 37% net profit margins - triple the industry average
- Negotiated and managed $186K+ vendor contracts, optimizing terms, reliability, and profitability while ensuring a focused core team
- Directed multi-jurisdictional international expansion, developing scalable operational systems and navigating regulatory complexity
- Built and led cross-functional teams managing 85+ vendors & integrations for end-to-end automation
- Achieved sustained client growth exceeding 140% YOY with a proprietary consultative sales process and 88% close ratio over a decade
- Designed and implemented a comprehensive technology stack featuring early adoption of AI-driven automation tools, enhancing business agility
- Demonstrated strong foresight by developing strategic account planning and market expansion frameworks that identified growth opportunities and mitigated risks 3-7 years in advance, enabling sustainable scalability

The Reynolds & Reynolds Company | Account Manager / Executive — 2012 – 2015

Executed hybrid account management + new business development role: responsible for current client retention/growth, net-new logo capture, and cross-functional team leadership selling complex B2B cloud-based DMS, CRM, and F&I software solutions to automotive dealership groups.

- Consistently exceeded quota all 3 years: achieved President's Club and 300 Club status every year, ranking among top-performing sales professionals organization-wide
- Closed record-setting multi-million dollar enterprise deal with Keyes Automotive Group (50+ locations), one of U.S.'s largest/most successful auto dealer groups
- Owned account relationship responsibilities: managed current client base alongside new territory development while supporting 4 internal Account Managers cross-functionally
- Pioneered consultative selling approach: conducted sessions educating prospects on how integrated "as-one" business solutions solve operational challenges; developed product demo and sales pitch adopted organization-wide as template
- Demonstrated product expertise across ERP/DMS, CRM, CPQ, F&I e-Contracting, and docuPAD hardware/software integrations, enabling tailored consultative demos and executive presentations
- Built and maintained long-term commercial relationships through strategic account planning, proactive engagement, and executive business reviews with dealership C-suite decision-makers

Northern Nights Music Festival | Strategic Data Consultant — 2015 - 2017

Partnered with festival leadership to conceptualize and build pioneering data-driven artist evaluation system that transformed subjective booking decisions into predictive, analytics-based talent acquisition - introducing organizational discipline and process rigor to strategic decision-making.

- Originated and executed data aggregation framework integrating Instagram, Facebook, YouTube, Spotify, SoundCloud, Twitter/X, and Pandora metrics to forecast artist growth trajectories
- Translated complex data insights into actionable account strategy recommendations; collaborated closely with leadership to balance multiple stakeholder needs (budget, brand positioning, customer value)
- Drove organizational shift from subjective "gut-feel" decisions to objective, data-supported strategies; developed strong cross-functional communication translating technical narratives into decision-driving presentations

Education

LinkedIn Learning — **Present**
Model Context Protocol (MCP) - Hands-On with Agentic AI

Reynolds and Reynolds University — **2012 - 2014**
DiSC & Challenger Sales Methodologies

Santiago Canyon College — **2006 - 2007**
Continuing Education, Business

Pennsylvania State University - Berks Campus & University Park Campus — **2002 - 2004**
International Business

Selinsgrove Area High School — **1998 - 2002**
Diploma | Business Prep

Certifications

CA Department of Real Estate — **2021 - Present**
California State Real Estate Licensee