



Jake O'Donnell

SENIOR SALES CLOSER
& PROPERTY STRATEGIST

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📍 Based in Bali, working Australian hours.

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PROPERTY INVESTMENT SALES EXPERIENCE

\$12M+

CASH COLLECTED

320+

CLIENTS SIGNED

50%+

CLOSE RATE

\$400M+

PROPERTY ACQUISITION VALUE

PROFILE

Top-performing sales closer and property strategist with **\$12M+ in cash collected, 320+ clients signed and a 50%+ close rate.**

Extensive experience converting high-value property clients, providing tailored investment strategies and guiding clients from discovery to onboarding.

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Extremely driven, hungry and commercially minded, with an obsession for results and a relentless work ethic. Love a good laugh, with an outgoing, social personality – known as ‘the postman’ for always delivering.

WHAT I'M LOOKING FOR

The Role



A full-time, senior sales or closing role with unlimited opportunities, uncapped earning potential and the freedom to drive results. I want to close deals, generate serious revenue, consistently exceed targets and be rewarded for the value I bring to the business.

The Mindset



I'm highly competitive, thrive in fast-paced environments and genuinely enjoy the hustle. I'm not looking for an easy ride – I want to break records, contribute to business growth and deliver client outcomes I can genuinely be proud of.

The Home



I'm looking for somewhere I can call home, join a great team or help build one, and grow for years to come. Although I work remotely, I value being an integral team member, not just a remote contractor. More than anything, I want to make a real impact, keep growing personally and professionally, and be proud of what we achieve together.

WORKING ARRANGEMENTS



Australian hours, 7 days a week, including after hours – I love the hustle and unlimited opportunities.



Remote from Bali, with frequent travel to Australia for in-office time.



Contractor arrangement essential.



Open to performance-based remuneration models.



CLIENT OUTCOMES

Beyond sales results, I'm driven by genuine client outcomes. There's nothing more rewarding than seeing the positive impact on clients' lives, knowing I've helped them achieve their goals and build a better future.

RECENT EXPERIENCE

Henderson Advocacy (Jack Henderson) Sydney, Australia (Remote)

Jun 2025 – Oct 2026

Senior Sales Consultant | Sales Closer & Property Strategist

\$12M+

CASH COLLECTED

320+

CLIENTS SIGNED

50%+

CLOSE RATE

\$400M+

PROPERTY ACQUISITION VALUE

#1 Revenue Generator

#1 revenue generator across the business, closing \$20–250k premium property and buyers agent services.

Tailored Strategies

Assessed client suitability, developed tailored property investment strategies spanning acquisition through to development, and guided clients towards long-term wealth creation.

Consultative Selling

Specialised in consultative selling, financial qualification, objection handling and closing.

Full Sales Cycle

Managed the entire sales cycle from discovery, nurture, finance and close.

Property Expertise

Advanced knowledge across residential, commercial and development strategies.

Client Base

Worked extensively with high-income earners, business owners and clients with complex problems and solutions.

Conversion

Consistently delivered leading sales conversion and revenue performance.

Team Leadership

Led a team of 4 appointment setters to maximise qualified sales opportunities.

Marketing Partnership

Partnered with marketing and client teams to drive demand generation, lead quality and revenue growth.

SOLUTIONS SOLD

- Residential Acquisition
- Commercial Acquisition
- Strategy & Planning
- Accounting & Finance
- Value Add Developments (Secondary Dwellings)
- Residential Developments (\$2–10M Project Size)
- Commercial Value Adds

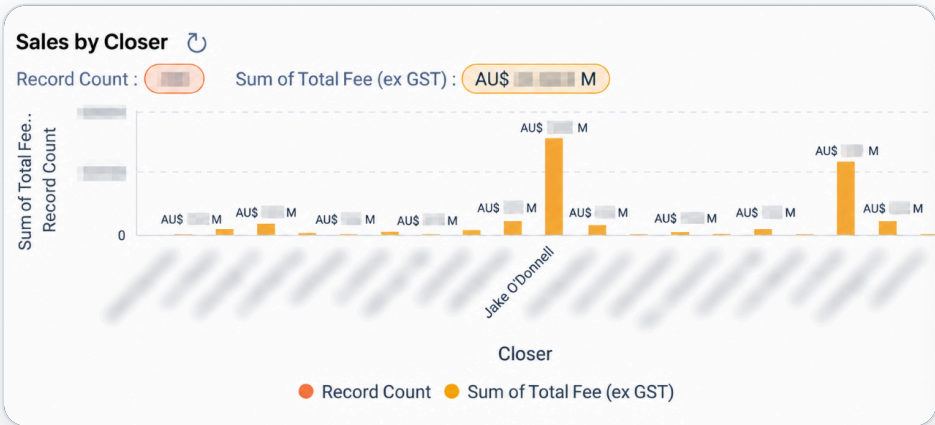
CLIENT AVATARS

- First Home Buyers
- New Investors
- Experienced Investors
- SMSF Buyers
- Business Owners
- High-Income Earners \$250k+
- Private Wealth Clients

6 PROPERTIES PERSONALLY OWNED

Having personally owned six properties, I bring advanced knowledge of **property investment, financing, development, tax considerations, business structuring and wealth-building strategies.**

VERIFIED PERFORMANCE EVIDENCE



7 Tue, 28 Jul

Jack Henderson @Jake O'Donnell numbers for the 12 months:

241 clients
\$9.32m cash collected

Let's get some more back

Head of Sales & Growth

400%+

REVENUE GROWTH

\$8M USD

SALES GENERATED

7-Person

SALES TEAM LED

- Led sales and revenue growth for The Luxe Week, a luxury international travel company serving **7,000+ guests across nine global destinations**.
- Drove **400%+ revenue growth**, building and leading a high-performing sales team.
- Recruited, trained and managed appointment setters and closers.
- Developed sales strategy, customer acquisition, conversion and retention.
- Built and optimised the end-to-end sales funnel to maximise revenue.
- Developed CRM systems, automations and sales infrastructure from the ground up.
- Oversaw sales performance, marketing campaigns and business development.

Adholics | Media Planning & Buying Agency

May 2020 – Sep 2023

📍 Melbourne & Sydney, Australia

Founder & Agency Director

\$20M+

REVENUE GENERATED

15+

TEAM MEMBERS

- Founded Adholics during the start of COVID and scaled it from the ground up into a successful media planning and buying agency.
- **Generated \$20M+ in revenue, growing the business to a team of 15+.**
- Led business development, sales, client acquisition and strategic growth.
- Secured and managed major clients including:

Breitling

Odoo

NobleOak

Gallagher

Samsonite
- Built a high-performing team and established the agency as a respected industry player.

EARLIER EXPERIENCE

Medium Rare Content Agency

NSW Advertising Account Manager · Greater Sydney · Jul 2017 – Jul 2019

Drove ad revenue by securing new business while managing and building key accounts including the Australian Institute of Company Directors, Qantas, QantasLink and Jetstar.

GrinCreative

Advertising & Commercial Partnerships Manager · Greater Melbourne · Aug 2019 – May 2020

EDUCATION

Diploma of Marketing, Media & Advertising

TAFE NSW · 2015

Diploma of Leadership & Management

TAFE NSW · 2014 – 2015



Property Investment Strategies

01

- Residential and commercial investment, portfolio growth, cash flow, capital growth and equity creation.
- Investment strategies including buy-and-hold, new builds, value-add, high-yield assets, SMSFs and portfolio expansion.
- Translating complex investment strategies into compelling client solutions, communicating financial benefits, building confidence and guiding clients through high-value investment decisions.



Property Development & Value Creation

02

- Secondary dwellings, dual occupancies, subdivisions, multi-dwelling developments and commercial value-add projects.
- Development feasibility, construction costs, planning, finance, valuations, profitability and exit strategies.
- Presenting complex development opportunities, demonstrating projected returns and equity uplift, overcoming investment objections and closing high-value development solutions.



Finance, Tax & Wealth Structuring

03

- Mortgage lending, borrowing capacity, serviceability, refinancing, equity release and debt structuring.
- Residential, commercial, construction, SMSF and expatriate finance.
- Tax minimisation, investment ownership structures and tax-effective wealth creation strategies.



High-Ticket Sales & Client Advisory

04

- Consultative selling, financial qualification, discovery, presentations, negotiation, objection handling and closing.
- Experience selling \$20K-\$250K offers to high-income earners, business owners and investors, with a strong understanding of buyer psychology and complex financial decisions.



Sales Leadership & Revenue Growth

05

- Recruiting, training and leading appointment-setting teams to maximise qualified opportunities, meeting attendance and conversions.
- Product and offer development, sales strategy, pipeline management, conversion optimisation and revenue growth.



Marketing & Lead Generation

06

- Digital marketing, Meta and Google advertising, direct response, campaign strategy and customer acquisition.
- Sales funnels, lead magnets, email/SMS marketing, database segmentation, nurturing and appointment generation.