

John R. Williams

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Professional Summary

Results-driven remote sales closer with 8+ years' experience converting inbound and outbound phone leads into high-value bookings for luxury travel products. Renowned for consistently exceeding sales quotas, mastering CRM-driven pipeline management, and developing winning sales scripts.

Core Competencies

- High-Volume B2C Phone Sales
 - Closing & Objection Handling
 - CRM/Pipeline Optimization
 - KPI Achievement & Reporting
 - Upsell/Cross-sell
 - Consultative Selling
 - Repeat Customer Growth
 - Training & Coaching
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Professional Experience

Senior Sales Consultant

GlobalVoyage Travel | Los Angeles, CA | Aug 2018 – Present

- Closed 170+ travel packages in 2023 (conversion rate 32%); ranked in top 5% of national sales
- Maintained >90% follow-up completion, improving repeat sales by 18%
- Trained new hires in advanced objection handling and closing techniques
- Averaged \$1.2M in monthly bookings, exceeding quota by 25%+

Sales Executive

LuxeTours USA | San Diego, CA | Jun 2014 – Jul 2018

- Achieved 120–140% of quarterly sales targets
 - Created cold-calling playbook, boosting team close rate by 11%
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Education

B.A. Business Administration, UCLA

Technical Skills

Salesforce | HubSpot | MS Office

Languages

English (native), Spanish (conversational)