

Samuel D. Reed

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Professional Summary

Performance-focused remote sales consultant with proven ability to drive revenue and exceed quotas in high-end travel. Known for solution-based selling, fast response to inbound inquiries, and consistent KPI overachievement.

Core Competencies

- Remote Consultative Sales
 - Lead Qualification
 - High-Value Booking
 - KPI Surpassing
 - Upselling Strategies
 - CRM Mastery
 - Customer Retention
 - Data-Driven Reporting
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Professional Experience

Remote Travel Sales Executive

Luxury Horizons | San Diego, CA | Jun 2018 – Present

- Closed \$900K+ in bookings annually, with 33% conversion from inbound calls
- Maintained top 10% team ranking for sales growth, 2020–2023
- Built and nurtured a referral network, driving \$350K in new sales
- Delivered training on consultative closing techniques

Sales Associate

Vista Travel Network | Irvine, CA | Aug 2014 – May 2018

- Exceeded quarterly booking goals by 15–35%
- Designed upsell scripts that raised ancillary sales by 9%

Education

B.A. Marketing, San Diego State University

Technical Skills

HubSpot | Salesforce | Teams

Languages

English (native), Italian (basic)