

Linda J. Park

Seattle, WA | linda.park@email.com | (206) 555-9934

Professional Summary

Remote sales team lead and high-volume closer with 10+ years' experience in luxury travel sales. Skilled at training and coaching sales teams, exceeding individual and group quotas, and driving repeat business through strong customer rapport.

Core Competencies

- Sales Team Leadership
 - Phone Sales Closing
 - Objection Handling
 - Coaching & Training
 - CRM/Pipeline Management
 - Performance Analytics
 - Client Retention
 - High-Ticket Upselling
-

Professional Experience

Remote Sales Team Lead

TravelQuest Luxury | Portland, OR | Mar 2018 – Present

- Managed and coached 7 remote sales reps, raising average team quota to 130%
- Closed 400+ phone sales in 3 years; ranked top 3% nationwide
- Developed high-conversion talk tracks adopted by 3 sales teams

Senior Sales Consultant

Pacific Luxe Travel | Seattle, WA | Jun 2013 – Feb 2018

- Exceeded sales goals by 25–40% annually
 - Introduced CRM call-logging, improving follow-up conversion by 13%
-

Education

B.A. International Studies, University of Washington

Technical Skills

Salesforce | MS Office | Slack

Languages

English (native), Japanese (basic)