

David S. King

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Professional Summary

Remote sales consultant with a strong track record in maximizing customer lifetime value, upselling premium travel products, and driving repeat bookings through high-touch relationship management.

Core Competencies

- B2C Phone Sales
 - Upsell/Cross-sell
 - Relationship Building
 - Repeat Client Strategy
 - Objection Handling
 - Pipeline Development
 - KPI Monitoring
 - Customer Service
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Professional Experience**Senior Travel Sales Associate**

Epic Getaways | Las Vegas, NV | May 2018 – Present

- Increased average order value by 23% through targeted upsell offers
- Managed portfolio of 120+ VIP customers, achieving 39% repeat booking rate
- Closed \$950K+ in annual sales via phone and web consults
- Received "Top Closer" award for three consecutive years

Sales Agent

Platinum Travel Service | Phoenix, AZ | Aug 2014 – Apr 2018

- Developed customer feedback system, leading to improved client retention
- Supported after-sales issue resolution, increasing NPS by 11 points

Education

B.A. Hospitality Management, University of Nevada, Las Vegas

Technical Skills

Salesforce | HubSpot | MS Office

Languages

English (native)