

Wei Lin

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Professional Summary

Bilingual sales expert specializing in high-ticket phone sales and global luxury travel solutions. 8 years' experience with multi-region clientele, recognized for KPI outperformance and strong client rapport.

Core Competencies

- International Phone Sales
 - Multilingual Client Service
 - Complex Itinerary Closing
 - KPI Monitoring
 - CRM Pipeline Building
 - Repeat Client Growth
 - Upsell/Cross-sell
 - Cultural Awareness
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Professional Experience

Remote Travel Advisor

Prestige Destinations | Boston, MA | Feb 2019 – Present

- Closed \$1M+ in global travel bookings annually, averaging 10 successful sales per week
- Achieved 95th percentile in customer satisfaction surveys
- Managed pipeline of 350+ international leads using HubSpot CRM
- Provided personalized consultation in English and Mandarin

Account Coordinator

Pacific Getaway Group | San Francisco, CA | Oct 2015 – Jan 2019

- Built partnerships with overseas agents, increasing Asia-originating sales by 19%
- Coordinated logistics for group travel and high-end custom tours

Education

B.S. International Business, Boston University

Technical Skills

HubSpot | Salesforce | Excel

Languages

English (fluent), Mandarin (fluent), Japanese (basic)