

Alexandra N. White

Charlotte, NC | alexandra.white@email.com | (980) 555-2647

Professional Summary

Remote travel sales professional with 6+ years' experience and a reputation for maximizing KPIs through rigorous pipeline tracking, data-driven outreach, and efficient closing.

Core Competencies

- Remote High-Volume Sales
 - KPI & Metrics Analysis
 - Pipeline Management
 - Data-Driven Strategy
 - Upsell/Cross-sell
 - Objection Handling
 - Client Retention
 - CRM Automation
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Professional Experience

Sales Consultant

Vista Dream Vacations | Charlotte, NC | Jan 2019 – Present

- Managed 500+ leads in CRM, maintaining 95%+ data accuracy
- Exceeded monthly revenue target by 22% in 2022 and 2023
- Closed average of 9 deals per week, highest among peers
- Implemented automated follow-up process, boosting second-call conversion by 12%

Sales Coordinator

Sunrise Luxury Travel | Atlanta, GA | Jun 2016 – Dec 2018

- Supported outbound calling campaigns and targeted lead reactivation
 - Helped launch "first call close" initiative, raising same-call sales by 7%
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Education

B.S. Business Analytics, University of North Carolina

Technical Skills

Salesforce | Excel | Zoom

Languages

English (native)