

Emily S. Turner

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Professional Summary

Goal-oriented remote sales professional with 7 years' experience in high-volume B2C phone sales. Noted for exceptional lead conversion, top-tier KPI achievement, and building strong customer relationships within the luxury travel sector.

Core Competencies

- Remote Sales & Call Closing
 - Customer Relationship Management
 - Objection Handling
 - Upsell/Cross-sell Techniques
 - Lead Qualification
 - KPI Tracking & Analysis
 - Pipeline Growth
 - Referral Network Building
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Professional Experience

Travel Sales Representative

Premier Getaways Inc. | Dallas, TX | Feb 2020 – Present

- Converted 30%+ of inbound leads to bookings through consultative, solution-focused sales
- Exceeded monthly call targets by 18%; earned top client feedback (4.9/5 avg)
- Developed referral network, generating \$2.5M in new revenue

Sales Associate

Elite Journey Solutions | Orlando, FL | Mar 2017 – Jan 2020

- Closed 110–130 bookings quarterly
- Implemented CRM workflow, cutting lead response time by 35%

Education

B.A. Communications, University of Texas at Dallas

Technical Skills

Salesforce | Teams | Excel

Languages

English (native)