

## **Jessica L. Morgan**

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### **Professional Summary**

Accomplished remote sales advisor with 7+ years' experience closing high-value travel bookings for VIP clients. Expert in building rapport by phone, customizing travel solutions, and driving revenue through proactive pipeline management.

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### **Core Competencies**

- High-Touch Phone Sales
  - B2C Luxury Travel
  - Relationship-Building
  - Pipeline Development
  - Upsell & Cross-sell
  - Objection Handling
  - CRM Utilization
  - Revenue Growth
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### **Professional Experience**

#### **Senior Travel Sales Consultant**

Voyage Elite Group | Houston, TX | Mar 2019 – Present

- Averaged 11 deals closed per week; top performer in customer retention 3 years running
- Surpassed monthly sales quota by 28% in 2022 and 2023
- Developed new sales scripts that raised phone conversion rates by 14%
- Maintained pipeline of 400+ leads, managed via Salesforce

#### **Travel Coordinator**

JetWorld Travel | Austin, TX | Jul 2015 – Feb 2019

- Coordinated bookings for high-end clients, including custom itineraries

- Implemented post-sale survey, increasing repeat business by 17%