

Michael D. Lee

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Professional Summary

High-performing remote sales closer with 9 years of success converting high volumes of calls into bookings for high-end travel services. Recognized for sustained quota achievement, advanced objection handling, and expert pipeline development.

Core Competencies

- High-Volume Phone Sales
 - Consultative Closing
 - Objection Handling
 - CRM Management
 - KPI Outperformance
 - Pipeline Expansion
 - Customer Retention
 - Campaign Launches
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Professional Experience**Sales Consultant**

Horizon Travel Group | Denver, CO | Jan 2019 – Present

- Consistently closed 10+ phone sales per week, >140% of quota
- Led product launch campaign, generating 40+ new bookings in 1 month
- Maintained pipeline of 500+ prospects; achieved top client retention rate (27%)

Inside Sales Rep

JourneyWorld Travel | Chicago, IL | May 2015 – Dec 2018

- Closed 90–100 phone deals per quarter
 - Led outbound call blitzes, raising pipeline by 22%
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Education

B.S. Marketing, Northwestern University

Technical Skills

HubSpot | Salesforce | MS Office

Languages

English (native), Korean (conversational)