Kayleen Johnson

Certified High-Ticket Sales Professional

Remote Sales | Closer.Kayleen@gmail.com | closerkayleenjohnson.com

SUMMARY

Sales professional with experience in SDR roles, cold calling, and prospect outreach, backed by training in high-ticket sales, consultative selling, and objection handling. Strong communicator who is coachable, motivated, and focused on building relationships, generating opportunities, and growing into a successful closer.

SKILLS

- High-Ticket Sales
- Discovery Calls
- Setter/ SDR
- Relationship Building
- Customer Engagement
- Objection Handling
- Closing Techniques
- Active Listening
- Verbal & Written Communication
- Organization & Time Management
- Team Collaboration
- Adaptability
- Fast Learner
- Growth Mindset

REMOTE WORK

- CRM Familiarity
- Google Workspace
- Zoom Meetings
- Slack Communication
- Calendar Management
- Professional Follow-Up

LANGUAGES

- English
- Spanish

SALES EXPERIENCE

Sales Development Representative (SDR)

- Generated sales opportunities through cold calling, prospect outreach, and lead qualification.

-Set appointments through phone calls and social media DMs by building rapport and identifying prospect needs.

-Developing strong communication, objection-handling, and relationship-building skills.

OTHER LIFE EXPERIENCE

Beauty Advisor | Sales Associate

- Built strong customer relationships through personalized product consultations and active listening.
-Identified customer needs and recommended tailored solutions, consistently creating positive buying experiences.
- Educated clients on product benefits while confidently answering questions and overcoming purchase hesitation.
-Contributed to team sales goals through exceptional customer service and relationship building.

Solar Quality Control & Inspector

- Communicated professionally with team members and project managers
-Maintained high standards of accuracy while solving problems in fast-paced environments.
- Demonstrated attention to detail, accountability, and effective time management under deadlines.
-Built trust through professionalism and consistent follow-through.

Preschool Teacher

- Built strong relationships with parents through clear, consistent communication and trust.
-Solved day-to-day challenges with patience, professionalism, and empathy.
-Adapted communication styles to meet the needs of different personalities.

CERTIFICATIONS

She Sells Academy / By Shelby Sapp

- High-Ticket Sales Certification
- Buyer Psychology
- Discovery Calls
- Objection Handling
- Relationship Selling
- Sales Communication
- Closing Frameworks

Why Hire Me?

- Highly Coachable
- Self-Motivated
- Strong Communicator
- Growth Mindset
- Calm Under Pressure
- Organized & Detail-Oriented
- Passionate About Sales