

JUDE AVIMOR

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TRAVEL SALES CONSULTANT

BUILDS LONGSTANDING PROFESSIONAL RELATIONSHIPS
FORMULATES CUSTOMIZED TRAVEL PLANS AND ITINERARIES
LIFELONG GLOBAL TRAVELER

Designs customized travel, including dream vacations, business trips, and destination events, for a diversified client base. Experienced in booking travel across all seven continents while meeting client budgets, formulating personalized travel solutions, and sourcing/securing optimal pricing, benefits, and travel rewards. Available 24/7/365 to resolve issues and answer questions from clients, vendors, and partners across all time zones.

"Jude ranks above his peers in designing customized travel solutions. I have used him to plan domestic and international travel for both my company and my family. He is always available to answer questions and possesses comprehensive knowledge of the industry."

- Client A

EXCEEDS BENCHMARKS IN CLIENT RETENTION AND REPEAT PURCHASES

Consultative Sales | Creates Itineraries | Air Travel | Cruises (Ocean/River) | Bookings | Domestic/International Travel Marketing (*Print/Digital*) | Customer/Client Relations | Planned Excursions | Lead Generation
Expands Market Share | Prospecting | European Culture | Social Media Campaigns | Budget Travel | Luxury Travel
24/7/365 Support | All-Inclusive Resorts | Builds Robust Sales Pipelines | Secures Client Referrals | Event Planning

CAREER HISTORY

TRAVEL SALES COORDINATOR

1/2014 - 3/2020

TRAVEL COMPANY: City, State

Designed and deployed innovative sales, business development, and marketing strategies to establish a market presence, build and expand a robust book of business, and close maximum amounts of sales while improving customer confidence in the highly competitive and evolving travel industry.

- **Built and Managed a \$1.5MM Travel Sales Portfolio** (from \$0) while exceeding customer satisfaction, revenue, and profitability goals.
- **Won Numerous Awards and Accolades.** *Highlights Included*

- Exceptional Service Award
- Performance Excellence Award
- Success Stars Award

- **Ranked in the Top 10% for Sales Revenues, Sales Volumes, and Repeat Business.**
- **Sourced, Pursued, Closed, and Managed 1000+ Clients of Diverse Budgets and Key Buying Factors** on an annual basis through networking, marketing (print/digital/social media), cold calling, and client referrals.
- **Recognized for Shattering Accuracy Benchmarks** while completing client bookings to minimize risks of financial penalties and liabilities for the organization.
- **Generated Buzz and Awareness of Current Promotions to Targeted Audiences** by writing engaging articles/social media posts and evangelizing the advantages of booking with the organization throughout all personal and professional endeavors.





TRAVEL ACCOUNT MANAGER

1/2010– 12/2013

TRAVEL COMPANY: City, State

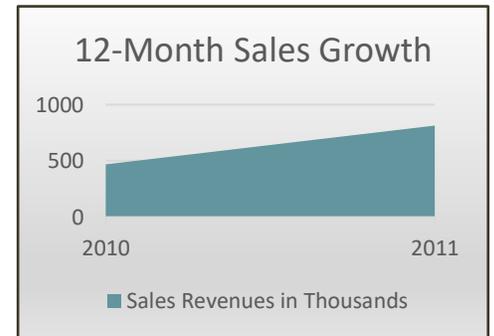
Exceeded sales revenue goals while formulating, communicating, and booking travel itineraries/plans for a variety of clients (businesses, families, honeymooners, singles, and couples).

- **Surged Year-Over-Year (YOY) Travel Sales Revenues by Over 73%, from \$470K to \$814K (2010 – 2011).**
- **Consistently Ranked as a Top Five Account Manager.** *Highlights Included*

- 🌿 Ranked the #1 Account Manager in the Western U.S. Region (2011 and 2012).
- 🌿 Ranked the #3 Account Manager in the Western U.S. Region (2013).
- 🌿 Ranked the #4 Account Manager in the Western U.S. Region (2010).



- **Established and Grew a Robust Portfolio of Qualified Sales Contacts** through lead generation/follow-up, participation in networking events, and client referrals.
- **Maximized Client Retention Rates and Repeat Business Volumes** by providing world-class service throughout the travel sales cycle, from customer engagement to final return.
- **Remained Current on Industry, Geographic, and Travel Trends, Rates, and Advisories** by analyzing prices and sourcing a variety of travel locations, resorts, cruises, airlines, hotels, and “hidden gems” for a diversified customer base.
- **Closed Sales Against Competitors** by actively listening to client needs, budgets, and key buying factors, delivering compelling marketing presentations, and overcoming objections.
- **Initiated and Managed Relationships with Global Third-Party Vendors** (*cruise lines, hotels, airlines, and ground transportation services*) while traveling to their sites and analyzing/auditing their service quality.



GROUP TOUR BOOKING AGENT AND GUIDE

7/2007 – 12/2009

TOUR AGENCY: City, State

Organized and facilitated travel to multiple European countries/destinations, including England, France, Holland, and Spain, while serving as a knowledgeable point of contact for groups of 15-20 travelers.

- **Booked Airfare, Lodging, and Excursions with Third-Party Providers** while capitalizing on group discounts to maximize overall profit margins.
- **Developed and Delivered Highly Engaging Presentations** to communicate the history, building structures, local culture, wildlife, and economics of each area while facilitating tours to sites across Europe.
- **Remained Flexible to Adjust Tours and Activities**, as needed, in response to unforeseen circumstances, including inclement weather, while remaining positive to ensure positive experiences for each traveler.
- **Marketed to Local Colleges, Universities, and Businesses** to promote the benefits of booking with the group travel company against competitors.

EDUCATION

BACHELOR OF SCIENCE (B.S.): PSYCHOLOGY

UNIVERSITY OF NORTH TEXAS: Denton, TX

Completed the Study Abroad Program in Spain

TECHNICAL SKILLS

MS Office (*Word, Excel, Outlook, PowerPoint*), Web Meetings (*GoToMeeting, Zoom*), Adobe Creative Suite (*Lightroom, After Effects, Photoshop, InDesign*), and Client Relationship Management Systems/CRM (*Salesforce, Zoho*)

Jude has had a highly successful career in the travel industry. He utilizes his robust travel experience to partner individually with his clients, identify their needs, and formulate customized travel solutions, plans, and itineraries. Even though Jude has a large portfolio of previous clients, he prefers working full-time (W2) for an organization (rather than a 1099 employee). So, we created this resume to show that while he is working with his customers, he is growing sales for his organizations and can contribute to both the top and bottom-line, supporting their profitability varying economic climates and national pandemics.

Each crystal award graphic was created individually to immediately portray to the reader that he exceeds his performance goals. They were designed in a graphic design/editing software and implemented into the resume in a PNG format to ensure its ability to be read by ATS systems. Jude is highly ranked on large travel sales teams and his awards were critical to communicate on the resume.

The second page includes an area chart to visually showcase his ability to drive double-digit sales growth. I prefer those over line charts to show growth as it simply looks more robust and attracts reader attention. The colors in the graph compliment the rest of the resume so that it continues to flow for reader engagement.