

ANTJUANETTE SHIPMAN

CONSULTATIVE CLOSER • HIGH-TICKET SALES

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PROFESSIONAL SUMMARY

Consultative sales professional with a proven track record in high-volume, phone-first B2C and B2B environments, contributing to over \$150K in generated revenue. Skilled in structured discovery, objection handling, and guiding customers to confident decisions without pressure. Experienced managing full-cycle conversations across phone, chat, and email, with strong CRM discipline and consistent performance against KPIs including booking rate, contact volume, and conversion. She Sells Academy-certified in high-ticket sales and closing, currently leading sales coaching and training for a team of setters and new hires.

CORE SKILLS

Consultative Discovery & Needs Assessment • Objection Handling & Closing • High-Volume Outbound & Inbound Calling • Multi-Channel Communication (Phone, Chat, SMS, Email) • CRM Pipeline Management • KPI-Driven Performance (Contact Rate, Conversion, Booking Rate) • Sales Coaching & Team Training • Relationship Building & Rapport

EXPERIENCE

Business Development Specialist • Magna Products January 2026 – Present | Remote

- Generate qualified B2B client opportunities through targeted, high-volume outbound outreach
- Initiate and lead consultative conversations with decision-makers to assess fit and business needs
- Qualify prospects by uncovering needs, readiness, and alignment with services offered
- Book high-quality sales calls directly onto the calendar to support consistent pipeline flow
- Maintain organized follow-up and nurture activity to keep opportunities moving toward close

Outreach Specialist • Bridging Care November 2024 – Present | Remote

- Conduct high-volume outbound calls daily to connect with potential clients and schedule qualified appointments
- Maintain a ~15% booking rate while managing consistent daily call activity and follow-up discipline
- Contributed to over \$100K in generated revenue through outreach, discovery, and follow-up
- Qualify prospects through structured, consultative conversations to assess needs and readiness
- Lead team huddles and run weekly coaching sessions on sales psychology and cold-calling strategy for new hires

Client Acquisition Specialist • KH Fitlife September 2025 – April 2026 | Remote

- Initiated and managed high-volume prospect conversations across direct messaging channels
- Built rapport quickly, uncovered client goals, and identified genuine buying intent
- Qualified leads and guided them toward booked sales calls using a consultative, non-salesy approach
- Maintained strong response and engagement rates through personalized, relationship-first communication

Executive Assistant / Property Management • Kevin Durant Enterprises November 2021 – October 2023 | Los Angeles, CA

- Managed executive operations, scheduling, and communications across multiple competing priorities
- Oversaw complex projects and coordinated logistics across stakeholders and properties
- Directed multi-property operations while maintaining high service and accountability standards

Production Coordinator – Costume Department • HBO, Netflix, ABC, CBS, NBC, Telemundo March 2020 – November 2021 | Los Angeles, CA

- Managed departmental operations and budgets up to \$4.5M across major productions

- Coordinated cross-functional teams and timelines to ensure efficient, on-schedule execution

Production Assistant – Costume Department • HBO, Netflix, ABC, CBS, NBC, Telemundo
Los Angeles, CA

May 2018 – March 2020 |

- Supported daily operations in a fast-paced, deadline-driven production environment
- Maintained organization of inventory, records, and logistics across multiple concurrent projects

CERTIFICATIONS & EDUCATION

- High-Ticket Sales & Closing Certification, Selling Skills and Sales Operations — She Sells Academy by Shelby Sapp (October 2025)
- Bachelor's Degree, Family and Consumer Sciences / Human Sciences Business Services — The University of Georgia (2011–2015)