

Jason Abouassi

United States · Remote Setter / Closer

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Profile

Remote sales rep experienced in inbound appointment setting and direct closing in commission-driven remote environments. Qualified and set 9 of my first 10 families for the closer, contributing to \$7,000 in collected revenue.

Core Skills

Deal Closing
Appointment Setting
Lead Follow-Up
Phone & Video Sales
CRM & Pipeline Management
Objection Handling

Relevant Experience

Inbound Appointment Setter — Athletic Scholarship Service | Remote

- Conducted 15–20 minute inbound consultations with athletes and their parents interested in securing an athletic scholarship
- Led structured discovery conversations to understand athletic background, goals, challenges, and overall program fit
- Confirmed all decision-makers were present, assessed investment readiness, and qualified families before advancing them to the next stage
- Built rapport with athletes and parents, answered initial questions, and set expectations for the enrollment process
- Scheduled qualified families for a final enrollment consultation with a closer to review investment options and complete enrollment
- Qualified and set 9 of my first 10 consultations for the closer, contributing to \$7,000 in collected revenue

Inbound Sales & Client Onboarding Specialist | Remote

- Conducted 25+ scheduled inbound Zoom/Google Meet client calls within the first two weeks, guiding clients through community setup, onboarding, and launch
- Guided clients through configuring their online community, offers, access levels, and onboarding flows
- Presented and recommended a recurring software solution as part of the client's launch stack
- Identified higher-level needs and set appointments for a \$3k–\$5k done-for-you marketing service
- Balanced client success responsibilities with consultative selling to ensure a smooth onboarding experience while identifying upgrade opportunities

Closer — Health & Wellness | Remote

- Called existing customers from a CRM-based list through outbound phone calls
- Presented health supplement packages and health coaching services using a structured product ladder and closing process
- Applied structured closing techniques to handle objections and guide conversations toward buying decisions

Outbound Caller & Closer — B2C Offer | Remote

- Handled high-volume outbound calling, consistently making 250–300+ calls per day to cold and warm opt-in leads
- Qualified interest, gathered context, and guided prospects toward a purchasing decision
- Managed objections and kept conversations moving toward a clear decision