

## Drew Parks

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### PROFESSIONAL EXPERIENCE

**02/2024 – present**

**Elite Sauna Supply**

**Remote**

#### **Operations Manager/ Remote Sales Closer**

- Ran a premium B2C and B2B e-commerce brand — closed every sale from \$2,000–\$44,000 via phone as sole closer; built end-to-end sales process from the ground up
- Built and managed Google and Facebook paid ad funnels achieving profitable ROAS — firsthand understanding of how content-driven inbound funnels like Decentralized Masters' operate
- Deployed AI-powered automation (Zapier, Claude API, GoHighLevel) to reactivate dead leads — increased revenue per contact and reduced manual follow-up time by 80%
- Developed Klaviyo email flows and content partnerships to warm audiences and shorten sales cycles

**04/2026 – Present**

**Keystone (Revion Consulting)**

**Remote**

#### **AI Sales Expert & Sales Contractor**

- Closing for Revion's 8-in-1 AI Operating System for real estate brokers and agents — replacing fragmented stacks (CRM, dialer, lead nurture, transaction mgmt, marketing, scheduling, reporting) with one platform
- Operate as an AI-powered closer — runs entire pipeline through an AI Chief of Sales that preps pre-call, reframes objections in real time, drafts follow-ups, and compounds a playbook from win-rate data
- Living proof of the product — selling AI transformation to real estate professionals by demonstrating firsthand how AI has restructured daily workflow, pipeline, and close rate

**10/2025 – 03/2026**

**Limbic System Rewire**

**Remote**

#### **Remote Sales Closer**

- Ranked #1 closer on a team of 6+ — outperformed team average close rate by 67%, drove the highest revenue per call on the team, and held the team's lowest no-show rate (57% lower than team average)
- 79% pay-in-full close rate on 1-call closes — nearly 2x typical industry conversion for high-ticket coaching offers, with payment collected on every call
- Delivered the highest AOV on the team at 24% above team average and the best month delivered 45% above team average monthly revenue — consistently top of leaderboard across every revenue metric
- Consistently closed buyers motivated by transformation and long-term outcomes — experience guiding emotionally complex, solutions-seeking conversations at the \$5,800 - \$7800 price point
- Reduced no-show rate to 57% below team average through proactive pipeline follow-up and no-show recovery — protecting calendar value and maximizing revenue per appointment
- Managed 5–6 warm inbound Zoom calls per day (100–120/month) from a high-converting content funnel; skilled at converting pre-qualified, educated prospects into enrolled clients

**02/2018 – 01/2021**

**Resurge Enterprise**

**Georgia**

#### **Sales/Operations Manger**

- Ran and scaled a top-performing regional sales company — generated \$3M+ in revenue for AT&T as one of the highest-producing regional partners in the network
- Recruited, trained, and led 100+ sales reps — built training systems that turned zero-experience hires into producing closers, with top reps consistently exceeding monthly targets by 30%+
- Managed company-wide financial operations including payroll, reporting, and inventory control — strong business and administrative acumen

### ADDITIONAL EXPERIENCE

03/2026 – 06/2026

Lumenary Pro

Remote Sales Closer

01/2021 – 02/2026

Remote Closing Academy/Closer.io (RCA)

**EDUCATION**

Bachelor of Arts in Business Economics  
Wofford College — Spartanburg, SC

**Contact for Interview:**

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