

Payton Keim

Remote Sales Professional | Consultative Seller

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Professional Summary

Sales professional with a background spanning remote sales, entrepreneurship, hospitality, and client-facing service. Generated \$19K+ in independent life insurance sales during my first six months in remote sales, working primarily with purchased cold leads and managing prospecting, sales conversations, objection handling, closing, and follow-up independently. Built a strong foundation in communication, relationship-building, resilience, and high-pressure customer interactions through 10+ years in hospitality and independent creative business. She Sells Academy graduate seeking to bring proven sales fundamentals, coachability, and entrepreneurial drive into a high-ticket sales environment.

Sales Experience

INDEPENDENT LIFE INSURANCE AGENT

Independent | January 2026 – Present

- Generated \$19K+ in sales during first six months of remote sales
- Independently purchased and worked cold leads to create sales opportunities
- Conducted discovery conversations to understand client needs and recommend appropriate solutions
- Navigated objections related to price, coverage, timing, trust, and competing priorities
- Managed the sales process from initial contact through application, follow-up, and client communication
- Built and maintained personal sales systems while operating independently
- Developed resilience and consistency through high-volume prospecting and rejection

SHE SELLS ACADEMY

Sales Training & Certification | Graduated April 2026

- Completed professional sales training focused on consultative selling and high-ticket sales
- Developed foundational skills in discovery, objection handling, closing, sales psychology, and follow-up
- Applied training directly to real-world cold-market sales

ENTREPRENEURIAL EXPERIENCE

INDEPENDENT PHOTOGRAPHER & CREATIVE BUSINESS

2022 – Present

- Built and managed an independent photography business focused primarily on portraiture and business content
- Responsible for client acquisition, communication, scheduling, sales, marketing, and client experience
- Created visual content for businesses and restaurants
- Earlier marketing work contributed to restaurant campaigns featured on main-road billboards
- Developed the ability to market personal services, build relationships, and create opportunities independently

GORILLA SOCIAL MEDIA MARKETING

Marketing / Content | 2019 – 2021

- Created photography and visual marketing content for restaurant and business clients
- Worked directly with businesses to understand their brand and content needs
- Developed experience in marketing, client communication, and creative problem-solving

CUSTOMER EXPERIENCE & HOSPITALITY

MANGO'S — BARTENDER / POOL SERVER

2023 – July 2026

BACKSTREETS SPORTS BAR — BARTENDER

2024 | 8 months

RUSTY'S RAW BAR & GRILL — BARTENDER / SERVER

2022 – 2024

BLUE WAVE LOBSTER HOUSE — BARTENDER / SERVER

2020 – 2022

THREE FISHERMAN SEAFOOD — HOSTESS → SERVER → BARTENDER

2015 – 2020

10+ years of customer-facing experience developing rapport, reading people quickly, communicating under pressure, upselling, handling difficult situations, and creating memorable customer experiences in fast-paced environments.

EDUCATION & CERTIFICATIONS

She Sells Academy

Sales Certification — 2026

Facial Specialist / Esthetics Program

Gulf Coast Academy — Fort Myers, FL — 2023

Multimedia Production

College Coursework / Certificate

High School Diploma

CORE SALES SKILLS

Discovery & Consultative Selling

Objection Handling

Cold Lead Prospecting

Closing

Follow-Up & Client Management

Communication & Rapport Building

Resilience & Consistency

Coachability

Entrepreneurial Mindset