



JULIANA CHIARELLI

REMOTE HIGH-TICKET CLOSER | SALES PROFESSIONAL

SILVER LINED SALES

CONTACT

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- 📍 Long Beach, NY | EST | REMOTE

SALES TRAINING

Remote High-Ticket Sales | She
Sells Academy (Shelby Sapp)

EDUCATION & CERTIFICATIONS

Remote High-Ticket Sales | She
Sells Academy (Shelby Sapp)

NYS Licensed Real Estate
Salesperson | 2020-Present

Villanova University | 2017-2021
Bachelors in Economics, Political
Science, Psychology

EXPERTISE

- Hick Ticket Sales
- Client-Facing
- Real Estate
- Finance
- Marketing
- Social Media
- Leadership

REMOTE HIGH-TICKET SALES

06.26 - PRESENT

- **She Sells Academy by Shelby Sapp:** 4-figure investment into advanced, high-ticket closing training focused on full sales call structure, question-based selling, buyer psychology, objection handling, and consultive sales strategies.
- Practice closing offers ranging from \$3,000-\$20,000.
- Developed confidence, emotional intelligence, and objection-handling mastery through coaching and feedback.

WORK EXPERIENCE

COMMERCIAL REAL ESTATE SALESPERSON

SCOUT REALTY GROUP 06.26 - PRESENT

- +\$230K closed in retail leasing and investment sales transactions 2026 YTD
- Conduct thoughtful discovery analyses to uncover client motivations and pain points to specially tailor service.
- Lead high-stake negotiations on deal terms, pricing, and timelines to align with clients' business goals and maximize ROI.
- Generate and nurture high-quality leads with consistency through outbound prospecting, and strategic relationship-building/networking.
- Manage long, complex sales cycles involving multiple stakeholder communications to maintain momentum and advance deals toward close.

RIPCO REAL ESTATE 05.21 - 05.25

- Junior salesperson assisting in team's generation of \$1.1MM+ in gross commissions (+70 transactions closed) in 2024.
- Supported deal negotiations and execution from first touch to close with 40+ clients simultaneously.
- Created marketing packages and email campaigns that increased engagement, lead conversion, and deal velocity.

SERVER & HOST | MULTIPLE RESTUARANT ESTABLISHMENTS

- Consistently accrue 10% above average ticket size through strategic, value-based product upselling
- Build rapid rapport in high-volume environments to foster influential service
- Maintain high-performance and composure under pressure, managing multiple client interactions and priorities