

PACE FRIEDMAN

HIGH-TICKET SALES CLOSER

pacefriedmanbusiness@gmail.com | 737-770-9576 | pacefriedman.com | U.S.-Based | Available full-time

PROFILE

High-ticket sales closer with founder and agency-side experience selling premium offers directly to business owners and decision-makers on Zoom. 100+ recurring marketing retainers sold at \$1,500–\$5,000/month, a \$45,000 AI services deal closed on one call, and \$31,341.50 in B2B software sales in a single month as founder. Open to full-time remote high-ticket closing roles across industries.

SELECTED SALES RESULTS

\$45,000 one-call close	Closed a \$45,000 AI Sales & Customer Acquisition Infrastructure implementation on a single ~25-minute Zoom call after minimal preparation. Client paid.
100+ retainers	Sold 100+ recurring social media marketing retainers to business owners, generally \$1,500–\$5,000/month.
\$31,341.50 in one month	Generated \$31,341.50 in gross sales volume in one month for a B2B software company I founded and sold for. Each sale was \$1,500.
\$2,500/mo HVAC retainer	Closed a cold-call sourced HVAC business owner with no prior relationship on the first Zoom sales call. Payment collected on the call.

SALES EXPERIENCE

- Sold 100+ marketing retainers and 30+ marketing campaigns to owners and decision-makers.
- Closed 10+ home-service deals with local-service business owners, including HVAC.
- Offers sold: social media marketing, lead generation, Meta advertising, B2B software, AI/business services and coaching.
- Run the full Zoom sales conversation: discovery, presentation, objection handling, close and payment collection.
- Recorded sales-call excerpt and transaction proof available on request.

FOUNDER / OPERATOR BACKGROUND

- Founded and sold for a B2B software company; also built and sold marketing offers.
- Hands-on experience with customer acquisition, offer positioning, Meta ads and what happens after a deal closes.
- Understand both sides of a sale: the conversation itself and the economics behind the offer.

CORE STRENGTHS

High-Ticket Closing | Zoom Sales | Discovery | Objection Handling | Offer Positioning |
Business-Owner Sales | Meta Ads & Lead Gen | Follow-Up | Payment Collection