

JEANEE CAMPOY

HIGH-TICKET SALES CLOSER|SALES PROFESSIONAL

SHE SELLS CERTIFIED CLOSER

CONTACT

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SALES TRAINING

She Sells Certified Closer

Full-Cycle Deal Negotiation

Relationship-Driven Selling

High-Volume Pipeline Management

EDUCATION

University of Arizona
Bachelor's Degree

EXPERTISE

- Closing & Negotiation
- Prospecting & Pipeline
- Relationship & Influence
- Consultative Selling
- Objection Handling
- CRM & Pipeline Management
- Executive & Stakeholder Persuasion
- Data-Driven Decision Making
- AI-Efficient: Claude, Gemini, ChatGPT & Copilot

HIGH-TICKET CLOSING

She Sells certified high-ticket closer with 10+ years of full-cycle, quota-driven sales and 100+ high-stakes offers closed a year at an 83-87% close rate. Builds rapport fast with decision-makers from individual contributors to the C-suite, overcomes objections, and turns prospects into committed "yes" answers. Coachable, resilient, and AI-efficient.

WORK EXPERIENCE

SENIOR TALENT & PEOPLE PARTNER | SHIPIUM

07.2026-PRESENT

- Partner with leadership to attract, close, and retain top talent, bringing a consultative, relationship-driven selling approach to every offer and negotiation
- Own the full talent pipeline from sourcing to signed offer, using conversion data to improve speed, quality, and close rates
- Advise executives on compensation, leveling, and incentive strategy while building cross-functional buy-in for people initiatives
- AI-efficient: primarily use Claude, with Gemini as a secondary tool, to speed up outreach, research, and workflow while keeping the personal touch

SENIOR TECHNICAL RECRUITER | VERRA MOBILITY

2023-2026

- Closed 100+ high-value placements annually (individual contributor through SVP) through consultative conversations with ~180 stakeholders, sustaining an 87% close rate across 20-40 live opportunities
- Rebuilt the full sales funnel using conversion data, cutting time-to-close by 40% and setting a process standard adopted company-wide
- Cut acquisition costs by 50%+ in year one by renegotiating vendor and outreach strategy directly with the CTO
- Won C-suite buy-in for an AI-powered evaluation tool and co-designed a new incentive and compensation structure with the CPO and VP of HR
- Used Copilot and ChatGPT to streamline daily recruiting workflow

TECHNICAL / SENIOR TECHNICAL RECRUITER | CARVANA

2019-2022

- Closed 20-25 deals per quarter (300+ high-value offers), advising on compensation, leveling, and positioning
- Maintained an 83% close rate across 20+ concurrent opportunities, averaging under 90 days to close
- Built a self-sourced pipeline from scratch using Boolean, X-Ray, and LinkedIn techniques plus personalized automated outreach
- Ran weekly pipeline reviews with leadership; recruited, trained, and coached a 6-person team

NATIONAL IT RECRUITER | TEKSYSTEMS

2018-2019

- Generated $12,000+ in weekly revenue for seven consecutive months closing placements for Fortune 500 clients
- Owned the full sales cycle from lead to close, sustaining an 80%+ close rate and navigating complex multi-party negotiations across enterprise accounts

TECHNICAL RECRUITER | STAFF MATTERS

2016-2018

- Made 40+ outbound touches daily across six departments
- Personally negotiated 80+ compensation packages and contracts
- Built and delivered new-hire training on process and compliance