



ALLAN VOGT

HIGH-TICKET SALES CLOSER

I don't just close deals.
I build better ways to close them.

CONTACT

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WANT THE INTERACTIVE VERSION?

Same story, but clickable. Two minutes, worth a look.

CLICK HERE →

allanvogt.lovable.app

TOOLS I USE DAILY

- HubSpot
- Close CRM
- Calendly
- Zoom
- Slack
- Miro
- Google Sheets
- ChatGPT
- Claude
- Canva
- Meta Ads

LANGUAGES

- Portuguese NATIVE
- English FLUENT
- Spanish CONVERSATIONAL

REMOTE SETUP

- Free to start now, as an international contractor
- Full time, 40+ hours a week, and more when the pipeline is hot
- US Eastern preferred, Pacific also fine
- MacBook M2, dual monitors, 400 Mbps fiber, backup internet

"One of the most dedicated, honest and trustworthy employees we have had. His attention to detail and desire to succeed is second to none."

DAVID DOYLE · OPERATIONS MANAGER
DCU ROOMS, DUBLIN CITY UNIVERSITY

TWELVE+ YEARS SELLING · LATIN AMERICA, THE U.S., EUROPE, ASIA

I closed \$150K in my first two months, in an industry I knew nothing about.

A \$3,500 bootcamp for people who build video games. The buyers were studio owners and veterans with twenty years in the industry. I had never worked a day in games, and in month one I matched my sales manager's close rate.

\$150K

CLOSED IN FIRST 2 MONTHS

44%

CLOSE RATE, \$3.5K OFFER

8 of 10

CLOSES ON BEST DAY

€1.5M

LARGEST CONTRACT, DCU ROOMS

WHAT YOU ARE HIRING

- A CLOSER, NEPQ TRAINED.** Neuro-Emotional Persuasion Questioning, the Jeremy Miner method: no pitching. My questions make the buyer name his problem out loud and feel what it costs to keep it, so he closes himself. **And my own research method tells me how he thinks before I dial:** his goal, his fear, his exact words. Prospects stop to ask how I knew.
- A PROBLEM SOLVER WHO SHIPS.** I notice the patterns other people walk past. Every company has something quietly killing its revenue and most teams just live with it. I find it and I take it apart: a rewritten script, a visual map of the offer, an AI workflow, a live objection helper. If the tool does not exist, I build it myself.
- A LEARNING CURVE THAT SCARES PEOPLE.** Drop me into a market I have never sold and I am closing at the top of the board inside a month. **I did it in video games with no gaming background.**

SALES EXPERIENCE

High-Ticket Sales Closer

Game Design Skills · Online bootcamps for video-game developers · Remote, California 2025

THE RESULT

\$150K closed in under two months
44% close rate
8 of 10 on my best day

WHAT I FIXED

Before I joined, closers could only describe the program out loud, with nothing tangible to show. I built a visual map of the whole bootcamp so prospects could see how it worked and what they were paying for. Sales went up.

WHAT I BUILT

An AI automation that turned twenty minutes of call prep into two minutes: pain, desire and likely objections, ready before every call. The sales manager adopted it and his close rate went up 20% in month one.

Appointment Setter / SDR

Remote high-ticket sales campaigns · Coaching and consulting offers 2024-2025

THE VOLUME

300 to 500 outbound dials a day, qualifying decision-makers and booking for closers.

WHAT I BUILT

An automation that transcribed my calls and turned each one into a visual summary for the closer to read before dialling. They opened the call knowing the person like an old friend, and they closed better for it.

Group Bookings Manager / Coordinator

DCU Rooms, Dublin City University · Dublin, Ireland 2019-2021

THE SCOPE

Ran the whole booking cycle for groups of 200 to 500 people, with clients from Europe, Asia and the Americas.

THE CONTRACTS

Closed and ran facility contracts up to €1.5M, then solved the delivery problems that came with them.

EARLIER ROLES

Customer Support Specialist · Spotify

Remote · 2021-2024 · 30 to 40 cases a day.

Telesales Representative · Vivo

Brazil · 2013-2016 · telecom sales, inbound and out.

Before that, five years in Ireland: Starbucks, waiter and delivery work while studying.

TRAINING & STUDY

NEPQ sales method, Jeremy Miner

200+ books on psychology and behaviour
How people decide, and why they buy.

Bachelor of Business, Marketing

Independent College Dublin · 2018-2020

Leadership & Communication, SENAI · 2015

Proof on request: recorded sales calls and a written recommendation from David Doyle, Operations Manager at DCU Rooms. The tools and case studies are on my site, allanvogt.lovable.app.