



ABOUT ME

Results-driven sales and coaching professional with 26 years of experience in recruiting, building, and leading high-performing teams. Expertise in direct sales, life insurance, high-ticket sales, personal coaching and business development.

SCOTT AGUILAR

entrepreneur



EXPERIENCE

Jan 1998 - Present > Self Employed

Direct Sales Team Builder

- Recruited, trained, and mentored thousands of sales professionals, fostering a culture of excellence and achieving consistently high sales performance.
- Motivated teams to exceed sales targets through personalized coaching, innovative incentive programs, and leadership-by-example.

High Ticket Sales

- Closed sales calls in under 45 minutes for coaching programs with a minimum value of \$8,000.
- Successfully sold coaching programs valued up to \$20,000 entirely over the phone.

Life Insurance Sales

- Generated \$200,000 in personal revenue in just 18 months by prospecting via calls and driving to client homes for personalized consultations.
- Conducted in home presentations to effectively communicate policy benefits, resulting in high conversion rates and customer satisfaction.



SKILLS

- Closer
- Sales Team Trainer
- Motivational Speaker
- Leadership Development
- Marketing Strategy
- CRM Management
- Digital Marketing
- SMS, RVM Marketing
- Digital Marketing
- Web Design



CONTACT ME



+1 (760) 290-1933



scottaguilar@gmail.com



San Marcos, CA 92078



EDUCATION

Associate of Arts
Columbia Junior College
1995 - 1997



REFERENCES

Available by Request

"Scott is one of the most unique people I have ever had the chance to work with. His intuition with people is truly unmatched."

- Josh Perrington (coaching client)