



HEATHER WELTNER

High-Ticket Sales Professional
Advanced Aesthetic RN | Business Owner

CONTACT

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EDUCATION

Ole Miss University

Bachelors in Exercise Science
2003 - 2007

Excelsior College

Registered Nurse
2015 - 2018

SKILLS

- High-Ticket Sales & Enrollment
- Discovery Calls & Consultative Selling
- Objection Handling
- Relationship Building & Rapport
- Full Sales Cycle Management
- Lead Qualification
- Client Retention & Lifetime Value
- Upselling & Cross-Selling
- Follow-Up & Re-Engagement
- Social Selling & Lead Generation
- CRM Management
- Virtual & Phone Sales

SALES TECH

CRM Platforms: AestheticsPro, Zenoti, Nextech, HubSpot (familiar), GoHighLevel (familiar)
Communication: Zoom, Google Meet, Phone Sales, SMS, Email
Collaboration: Slack, Google Workspace, Microsoft Office, Tiger Connect
Scheduling & Pipeline Management: Calendly, Client Follow-Up Systems, Lead Tracking
Payment & Enrollment: Stripe, Client Financing & Membership Enrollment

ABOUT ME

Results-driven consultative sales professional with 8+ years of experience closing premium aesthetic and wellness treatment plans. Proven success converting consultations into **\$1,500-\$6,000+** treatment plans through trust-based selling, strategic questioning, objection handling, and personalized recommendations. Trusted by **500 active** clients to provide personalized aesthetic and wellness solutions through education-first, consultative selling.

Built a referral-driven private aesthetics practice through organic lead generation, consultative selling, and long-term relationship management, successfully managing the full customer journey from prospect inquiry to enrollment, retention, and repeat business.

EXPERIENCE

Owner | Aesthetics by Heather | Austin, TX | Oct 2021 – June 2026

- Founded and grew a private aesthetics practice from the ground up through organic marketing, referrals, and relationship-driven client acquisition.
- Built a loyal client base of 500+ active clients through referrals, repeat business, and organic Instagram marketing.
- Closed customized treatment plans ranging from \$1,500-\$6,000+.
- Managed the entire customer journey from prospect inquiry through consultation, enrollment, treatment, retention, and referrals.
- Generated over \$1M in cumulative treatment plan revenue.
- Delivered advanced injectable and regenerative treatments while maintaining exceptional client satisfaction.

RN Injector | Beverly Hills Rejuvenation Center | Austin, TX | March 2025 – 2026
Convert consultations into leading to strong retention.

RN Injector | SPA 7 | Austin, TX | May 2020 – Oct 2021

Performed aesthetic treatments while guiding clients toward results

RN Injector | Youthful Solutions MedSpa | Austin, TX | May 2019 – March 2020

PROFESSIONAL DEVELOPMENT

She Sells Academy | High-Ticket Sales Training | 2026

- Sales Psychology
- Objection Handling
- Discovery & Enrollment Calls
- High-Ticket Offer Positioning
- Consultative Selling Frameworks
- Closing & Conversion Strategy