

THAÍS GRAHAM

REMOTE HIGH-TICKET SALES CLOSER | CONSULTATIVE & EXECUTIVE-LEVEL SELLING

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EXECUTIVE SALES PROFILE Executive-level business leader, entrepreneur, and sales-trained consultant positioned for remote high-ticket closing. Brings 15+ years of experience building trust with decision-makers, uncovering complex needs, presenting value, navigating objections, negotiating with stakeholders, and influencing high-value decisions across AI, technology, and business transformation.

CAREER PROOF

300%

Team sales performance in 2 months

800%

Client engagement growth

\$1.2M

Cost avoidance delivered

\$150M

Global vehicle program

SALES & CLOSING STRENGTHS

High-Ticket Closing • Discovery Calls • Needs & Pain-Point Assessment • Objection Handling • Value-Based Selling • Executive-Level Conversations • Relationship Building • Negotiation • Solution Presentation • Decision-Maker Communication • Lead Follow-Up

SALES TRAINING & OFFER FIT

Completed She Sells Foundations with Shelby Sapp • Training in discovery calls, objection handling, and closing
Target offers: AI & technology • Sales coaching • Personal development • Health, fitness & wellness

PROFESSIONAL EXPERIENCE

InteliArt L.L.C.

Co-Founder & Creative Head | 2023 - Present

- Served as Sales Manager for a client engagement and increased team sales performance by 300% within two months through stronger sales execution, accountability, follow-up discipline, and operational alignment.
- Built an AI communications and advisory company helping executives identify business challenges and evaluate practical AI solutions.
- Led consultative conversations with business leaders to uncover priorities, pain points, desired outcomes, and opportunities for improvement.
- Translated complex AI and technology capabilities into clear business value and developed client-facing messaging, presentations, proposals, and advisory solutions designed to move initiatives toward action.

Pi Square Technologies

Head of Artificial Intelligence | Jan 2024 - Dec 2024

- Partnered directly with leadership to connect AI solutions to measurable business outcomes and support informed decision-making.
- Created executive presentations and technology roadmaps and led development of repeatable AI frameworks that increased client engagement by 800%.
- Guided executive conversations around technology adoption, organizational change, and practical business applications of AI.

Royal Caribbean Cruises Ltd.

Director of Asset Management, Global Marine & Fleet Maintenance Optimization | Dec 2017 - Jan 2019

- Led a global cross-functional organization of 45+ professionals across six brands while partnering with executive leadership, suppliers, and internal stakeholders.
- Delivered \$1.2M in cost avoidance through vendor contract optimization and procurement improvements.
- Supported implementation of a \$5.2M enterprise system upgrade, coordinating stakeholders, suppliers, change management, and governance.

GENERAL MOTORS

Progressive Engineering & Global Program Leadership | Apr 2007 - Mar 2016

Nearly nine years of progressive responsibility spanning engineering, supplier management, global infotainment programs, and connected-vehicle software leadership.

Senior Global Program Manager - Over-the-Air Software

| Jan 2015 - Mar 2016

- Led global vehicle software delivery programs integrating engineering, cybersecurity, IT, manufacturing, and supplier teams across multiple vehicle platforms.
- Presented recommendations, risks, priorities, and key decisions to senior stakeholders and built alignment around complex, high-value technology initiatives.

Infotainment Program Management

| Aug 2012 - Jan 2015

- Led cross-functional teams developing and launching global infotainment systems supporting a \$150M vehicle program.
- Served as a key liaison between leadership, technical teams, and suppliers, managing resources, contracts, validation activities, and program execution.

Engineering & Program Leadership

| Apr 2007 - Aug 2012

- Managed supplier resources, contracts, and validation activities for major vehicle programs.
- Designed and tested electrical control systems for hybrid and alternative-energy vehicle platforms and served as technical liaison between manufacturing and product development.

HIGH-TICKET SALES VALUE PROPOSITION

Combines sales training with executive presence, technical credibility, entrepreneurship, emotional intelligence, and business acumen. Particularly strong for high-ticket offers where prospects expect a trusted advisor who can run thoughtful discovery, understand complex challenges, communicate value clearly, address concerns without pressure, and guide confident decisions.

EDUCATION, CERTIFICATIONS & LANGUAGES

University of Michigan - Dearborn | Master's in Global Program & Project Management; Bachelor's in Electrical Engineering

Certifications: Dale Carnegie; Design for Six Sigma Green Belt & Black Belt

Additional Studies: University of Miami - Post-Baccalaureate Pre-Medical Studies (GPA 3.985); Harvard Extension School - Pre-Medical Studies

Languages: English, Brazilian Portuguese, Spanish - Fluent