Andrew Freeman

Sales and Business Development

Henderson / Las Vegas, NV | (702) 321-4885 | andyfree@gmail.com

byandrewfreeman.com | linkedin.com/in/pressplai

Professional Summary

Las Vegas hospitality and vacation-ownership sales professional who builds guest relationships, explains complex offers clearly and supports frontline sales teams. Combines consultative selling, objection handling, training-content production and practical sales-enablement prototypes.

Relevant Skills

Consultative selling | Business development | Guest discovery | Value presentation | Objection handling | Relationship building | Sales coaching | Sales enablement | Client communication

Relevant Experience

Vacation Ownership Sales and Guest Presentations

Selected Las Vegas roles since 2014

- Experience across Wyndham / WorldMark, Hilton Grand Vacations, Marriott Vacation Club, Diamond Resorts, Bluegreen and Vacatia environments.
- Guide guest discovery, value presentations, points and package comparisons, pricing, financing discussions and closing.
- Address maintenance fees, resale concerns and household decision-making; adapt presentations to each guest's needs.
- Support newer representatives with discovery, presentation flow and objection handling.

Sales Recognition

- 2025 Rookie of the Year recognition at Grand Desert / Vacatia.
- Wyndham President's Club recognition for sales performance.

Director of Production | LightSpeed VT

Production and sales-training leadership

- Led a multidisciplinary production department across editing, graphics, camera, producing, writing and client delivery.
- Produced interactive sales-training media associated with Grant Cardone, Tom Hopkins, Tony Robbins and the World Series of Poker.
- Built repeatable workflows from speaker footage through editing, graphics, review and client-ready delivery.

Vacation Ownership Industry Consulting

2026

- Provide compensated industry consultations through Tegus, AlphaSights and In Practise on sales operations and customer experience.

Founder and Creative Lead | Press PLAI

2018–Present

- Create AI-assisted presentations, media and sales-enablement prototypes, including a points-versus-retail travel cost calculator.

Additional Qualifications

Nevada timeshare sales license | Hospitality entertainment and production background