

MICHAEL BRYNKUS

HIGH-TICKET CLOSING | B2B & B2C SALES | FULL-COMMISSION PERFORMANCE

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SALES PROFILE

Sales professional with 10+ years across full-commission door-to-door, B2C, B2B, consultative sales, remote high-ticket closing, sales management, training, and business development. Currently averaging \$8K-\$12K/month in high-volume full-commission D2D. Closed high-ticket offers over Zoom, including a \$25K offer, and also closed a single \$300K deal in a separate sales environment. Strong in discovery, qualification, rapid rapport, objection handling, follow-up, and asking directly for the sale. Also brings hands-on understanding of offers, positioning, funnels, buyer psychology, and the marketing journey upstream of the call. Believer in Christ, active in personal evangelism, and drawn to high-standard, mission-first environments where results, character, coachability, and service matter.

SELECTED SALES PROOF

- Currently averaging \$8K-\$12K/month in high-volume, full-commission door-to-door sales.
- Closed high-ticket offers remotely over Zoom, including a \$25K offer.
- Closed a single \$300K deal in a separate sales environment.
- Promoted from top-performing field rep into management and training at Eco Global; later trained new reps and improved company sales scripts.
- Became a top-performing representative quickly at Kognitive Marketing in a high-volume retail sales environment.

CORE CAPABILITIES

High-Ticket Closing | Discovery & Qualification | Objection Handling | B2B & B2C Sales | Door-to-Door Sales | Remote / Zoom Selling | Cold Prospecting | Follow-up & Pipeline | Consultative Selling | Sales Training | Offer & Messaging Insight | Buyer Psychology | Direct Response Thinking | CRM Management | Presentation & Demonstration

PROFESSIONAL EXPERIENCE

Sales Representative

2025-Present

Bolton Foods

- Sell premium meats and wild-caught seafood through high-volume, direct-to-consumer door-to-door selling on full commission.
- Currently average roughly \$8K-\$12K/month, with income directly tied to activity, conversion, repeat business, and personal revenue production.
- Create conversations from cold doors, build trust quickly, educate prospects, handle objections, ask for the sale, upsell, follow up, and build recurring customer accounts.
- Independently manage prospecting, customer communication, repeat orders, route coordination, referrals, and account relationships.

Landscaping Sales Manager

May 2024-May 2025

Action Home Services

- Generated new business through cold calls, inbound leads, on-site consultations, estimates, trade shows, and disciplined CRM follow-up.
- Translated client priorities into tailored project recommendations and managed opportunities from first contact through decision and handoff.
- Worked closely with project and design teams to ensure the promise made in the sales conversation matched delivery.

Founder / Sales Consultant

2018-2024

10X Marketing Inc.

- Acquired B2B and B2C clients through cold outreach, consultative selling, referrals, demos, presentations, and structured follow-up.
- Closed high-ticket business and consumer offers and developed sales scripts, client-acquisition processes, qualification frameworks, and follow-up systems.
- Built, led, and trained sales activity while developing a personality-informed sales framework, The Sales Archetype.
- Worked hands-on with positioning, offers, messaging, marketing, websites, and client acquisition, creating a broader understanding of the revenue system around the sales call.

Consultative Sales

2017-2018

New You Spa

- Sold premium treatment packages through consultative conversations, needs discovery, appointment setting, and direct closing.
- Cold-called lead lists to create appointments, re-engage prospects, and move opportunities toward a decision.

Sales Representative, Manager & Trainer

2015-2017

Eco Global

- Became a top-performing door-to-door representative and advanced into recruiting, training, and sales-management responsibilities.
- Sold high-end water-filtration systems door-to-door and by phone using in-home demonstrations and high-consideration consultative presentations.
- Presented sales structure, core story, and job expectations to new representatives across Canada.
- Improved company sales scripts and developed additional cold-calling methods to create new opportunities.

Sales Representative & Infield Marketer

2015-2016

Kognitive Marketing

- Sold Canadian Tire credit cards in high-volume retail environments and became a top-performing representative quickly.
- Built rapid rapport with cold foot traffic, communicated value clearly, handled objections, and closed in short sales cycles.

ADDITIONAL COMMERCIAL EXPERIENCE

Independent Market Strategy Projects

2026-Present

Substance & Signal

- Produce B2B positioning, messaging, market diagnostics, and customer-acquisition recommendations for established service businesses and owners.
- Use sales conversations and market feedback to identify gaps between the offer, message, buyer state, and conversion process.

Marketing & Event Promotions

2013-2015

Gatsby, Belfort & PremierLife

- Led and managed promotional activity, public-facing campaigns, and event teams designed to increase awareness and drive audience action.

CHRISTIAN & COMMUNITY INVOLVEMENT

Church Involvement

Current

Grace Canadian Reformed Church, Brampton

- Active in personal evangelism and one-on-one Christian support, including walking alongside individuals who later professed Christian faith.
- Informally support and disciple men in areas of faith, personal growth, responsibility, and intentional living.

EDUCATION

Western University | Honours Bachelor of Medical Science, GPA 3.94 | 2009-2013

Graduate studies, Master of Engineering Science, Biomedical Engineering (Biomaterials) | 2014-2015

OPERATING STYLE

Outcome-focused, proactive, coachable, direct, resilient under rejection, comfortable with accountability, and committed to continual refinement. Prefer environments where the mission matters, standards are high, feedback is direct, and compensation is meaningfully tied to performance.