

# DR. OPHELIA GREEN

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**SALES MANAGER | SALES ENABLEMENT LEADER | TRAINING / L&D MANAGER**

Dear Hiring Manager,

I am writing about your opening for a leader who understands both the art of the sale and the science of training. That combination is exactly what I have done for more than 30 years. I have carried a sales number, led the people who carry one, and built the training that gets them ready. Whether the role is framed as Sales Manager, Sales Enablement, or Training and L&D, the work comes down to the same thing: moving a team from knowing the information to actually executing on it, call after call.

My background sits squarely between sales leadership and enablement, and I use both. On the sales side, I coach the things that decide whether a conversation closes: talk tracks, discovery, objection handling, and call control. I run a steady coaching cadence on the floor, review live calls, and hold people accountable to the behaviors that work. On the training side, I design the curriculum, facilitate it in person and virtually, develop the instructors who deliver it, and partner with the stakeholders who own the numbers. I do not treat those as separate jobs. The training only matters if it changes what a rep says and does on the next call.

When something is not working, I start by finding the real gap rather than adding more content. I listen to calls, watch the floor, talk to the people doing the work, and look at where conversations stall. Most of the time the fix is practical: a cleaner talk track, tighter discovery, a better answer to the objection reps keep losing on, and coaching that reinforces it until it sticks. I would rather fix the three things that move the number than rebuild a program nobody finishes.

I keep the focus on measurable wins, not activity. The outcomes I am hired to move are consistent: shorter ramp time for new hires, better retention, higher training completion, tighter QA and call quality, and improved conversion. I have managed a program supporting more than 100 employees and made the senior-level judgment calls that come with it, what to coach first, where to hold the line, and when a problem is a skill gap versus a process gap.

I would welcome the chance to talk through how this background helps a team perform with more consistency and readiness — ramping faster, staying longer, and converting at a higher rate. I am glad to walk you through specific examples and how they would apply to your team.

Sincerely,

**Dr. Ophelia Green, dba**

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