

Michael Largo Jr.

High-Ticket Appointment Setter

Coaching and Consulting | Phone Discovery and Qualification

+61 8 6377 7478 | hire@setbylargo.com | linkedin.com/in/michaellargo | setbylargo.com

Permanent Resident in Perth time zone (UTC+8)

Available for the full Australian and New Zealand business day



Summary

Sales development representative and former high-ticket closer moving into full-time appointment setting for coaching and consulting offers. In 2026, cold called surgeons and practice owners for a Y Combinator-backed healthcare tech company: booked 41% of a five-person team's appointments, with 96% qualifying. Before that, closed a US\$7K to \$12K business coaching program over Zoom with no setter. Thrives on targets, call reviews and coaching.

Career Highlights

- **41% of all appointments on a five-person team** (87 of 211), booked from about 12% of the team's dials by cold calling surgeons and practice owners. Clearest Health, Apr - Sep 2026.
- **Nearly five times as many appointments per dial as the rest of the team** at about 105 dials on a full calling day and up to 247. Clearest Health, Apr - Sep 2026.
- **96% of my booked appointments qualified and 73.2% showed**, on appointments booked by cold calling surgeons who had never enquired or opted in. Clearest Health, Jun - Sep 2026.
- **More than twice the team's rate of turning a conversation into a booked appointment**, Jun - Aug 2026. On the same lead lists, 3 to 10 times more appointments per dial than teammates. Clearest Health, Apr - Sep 2026.
- **US\$399K in revenue generated in 3.3 months as a closer with no setter**, on a US\$7K to \$12K business coaching program: 49 enrolments, about US\$4,600 per day worked. ADHD Tools.
- **Company record of four enrolments in one day** from four calls, all paid in full: US\$31,000 in revenue. ADHD Tools, Dec 2025.

Experience

Sales Development Representative | Clearest Health

Apr 2026 - Sep 2026

Healthcare tech company backed by Y Combinator, the investor behind Airbnb and Stripe. Contract. Remote.

- Cold called surgeons and independent practice owners who had made no enquiry, qualified each against the company's criteria, booked them with the closing team and confirmed by email and text.
- **Booked through pushback:** 74 of 84 appointments came on calls with at least one objection, and "send me some info" became a booking 44% of the time.
- **Followed up until it booked:** 50 of 84 appointments came from prospects called before, one after 31 touches over 95 days. Sent reminders by email and text, with separate versions for committed, lukewarm and repeat-reschedule prospects.
- **Qualified and showed:** 96% of booked appointments qualified and 73.2% showed, all booked by cold calling.
- **Top of the board:** first or tied-first on the weekly appointments leaderboard in 9 of 10 full calling weeks from June to August, booking 41% of the team's appointments across the contract.

High-Ticket Closer | US\$7K to \$12K business coaching program

Sep 2025 - Mar 2026

ADHD Tools, a coaching company for business owners. Contract. Remote.

- Ran 45 to 60 minute Zoom sales calls with business owners from warm inbound leads. With no setter on the team, did my own qualifying, follow-up and rebooking.

- Enrolled 33% of leads across a 60-lead window against 20% for the next closer (founder's scorecard, Oct 2025), and 20% of all 2025 leads against 12% across seven other closers.
- Company record of four enrolments in one day, all paid in full, from four calls: US\$31,000 in revenue (Dec 2025).
- A US\$12K paid-in-full close was used in company training to show how the sale was closed (Feb 2026).
- Generated US\$399K in revenue from 49 enrolments, about US\$4,600 per day worked.

Sales Development Representative | Indiana Business Advisors

Jun 2025 - Nov 2025

Business brokerage. Contract. Remote.

- Cold called owners of established businesses, qualified them and booked meetings with senior brokers.
- Top of the weekly leaderboard after three weeks, with six qualified appointments, three times the next rep. President's Club after the first month.
- Built the phone, email and text confirmation routine that held an 87.5% show rate for July 2025.

Independent Sales Development Representative | Glencoco

Jul 2024 - present

Pay-per-appointment sales marketplace. Contract. Remote.

- Cold call C-suite executives, VPs, directors and founders at companies from mid-market to US\$1B+ Fortune 1000 enterprises, across banking, healthcare, manufacturing, retail, telecom, software and energy infrastructure, booking client-reviewed meetings for vendors of highly technical products and services.

Account Executive, Licensed Insurance Agent | Clearlink

Jul 2024 - Sep 2025

US health insurance sales by phone, warm inbound leads. Remote.

- On the phone 8 to 10 hours a day: discovery, plan presentation and signed contract in a single 45 to 90 minute call.
- Sixth of 386 agents in the 2024 enrolment period with 180 contracts and 237% of quota, at an 87% average compliance score. Top newly licensed agent of the year - 2024 #1 Aspiring Agent Award.

Inbound Sales Representative | NexRep

Apr 2024 - Jul 2024

Direct-response TV sales. Contract. Remote.

- Highest conversion rate in the company each week after training, and a 47.5% upsell rate in May 2024.

Earlier Experience

Founder | Hypermax, digital marketing agency

Aug 2023 - Apr 2024

Sales Specialist | Emporio Armani at Bloomingdale's

2018

Skills

Qualification and Discovery	Readiness, timing, financial readiness and decision-maker checks; layered open questions; uncovering commercial and personal pain
Setting and Show Rate	Booking into closers' calendars; confirmation by phone, email and text; follow-up and rebooking; handover notes for the closer
Phone	Cold calling; warm call-backs; 100 to 250 dials a day; calm objection handling
Buyers and Offers	Business owners; C-suite and VP-level executives, surgeons and practice owners; coaching and consulting programs
CRM and Tools	HubSpot, Orum, Trellus, Zoom, Quo, LinkedIn Sales Navigator, Apollo

Education, Training and Licence

Computer Science, University of Miami

7-Figure Sales Academy, Closers.io

High-ticket setting and closing

Remote Sales Nation comprehensive training

Cold calling and appointment setting

Clearlink sales training program

Two months: compliance, sales methodology, objection handling

Life and health insurance licence, Florida (active)

Call recordings, dialer exports and referees available on request.