



ELVIE AQUINO

SALES DEV REP

Results-driven SDR with expertise in lead generation, prospecting, and CRM management. Skilled at building relationships and driving revenue growth. Eager to contribute to your company's sales success.

CONTACT

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SKILLS

- Leads Generation
- Cold Calling
- Appointment Setting
- Social Media Management
- Customer Support
- Email Outreach

CRM/TOOLS

- GHL/ZOHO/Hubspot
- Asana/Monday.com/ClickUp

EXPERIENCE

○ **ZigZag | Leads Generation Specialist** *April 2024 – December 2024*

Build List of Gaming Companies and add them to Hubspot CRM. Check out gaming events and gather leads of attendees to reach out to. Collaborate with the Marketing and Sales Team.

○ **Radically Distinct | Virtual Assistant** *September 2020 – September 2024*

Generate leads and do email outreach. Prepare monthly reports. Create and schedule social media posts using Canva and GHL. Social media outreach. Inbox management and book reservations.

○ **Search Digital | Appointment Setter** *January 2022 – December 2023*

Cold calling business owners of removals companies. Update CRM and nurture leads.

○ **Zillspace | Appointment Setter** *January 2022 – June 2023*

Reaching out to pharmacy owners to offer business solutions. Nurture leads and update CRM.

○ **XT Direct | Telemarketer** *February 2017 – March 2019*

Offers Showtime Premium channel to Mediacom customers. Promotes cable, internet service and homephone to customers.

- **Western Union | CSR**

- March 2012 - January 2017*

- Interviews money senders and make a decision whether to release or return money transfers. Analyze if money transfers are scam or frauds.

- **Selecta Feeds | HR Personnel**

- April 2006 - February 2012*

- Screen applicants, create necessary memos, process SSS and Pag-Ibig loans and contributions, assists in payroll.

EDUCATION

- Polytechnic University of the Philippines

- 2002- 2006

- Bachelor in Business Education

- LET PASSER