

ALICE BELLO

Telemarketer

ABOUT ME

Dynamic and results-oriented Telemarketer, Cold Caller, and Appointment Setter with over 5 years of experience in lead generation, sales closing, and customer outreach across diverse industries including technology, media, fashion, and global growth services. Proven track record in scripting, cold calling, and driving business proposals to secure advertisements, events, and sales. Skilled in building client relationships and achieving targets through persuasive communication and strategic follow-ups.

EDUCATION

Bachelor of Science in Marketing

University of Lagos

2016 – 2022

Diploma/Certificate in Health Technology

College of Health Technology

2009 – 2012

SKILLS

- **Cold Calling & Telemarketing**
- **Lead Generation & Qualification**
- **Appointment Setting**
- **Script Writing & Optimization**
- **Sales Closing & Negotiation**
- **Customer Relationship Management (CRM)**
- **B2B Outreach & Proposal Development**
- **Persuasive Communication**
- **Target Achievement & Performance Metrics**
- **Microsoft Office Suite (Word, Excel, PowerPoint)**

EXPERIENCE

Lead Generation and Sales Specialist

2020 – Present

D-Global Growthfield Limited

- Generated high-quality leads through targeted research and outreach strategies for business registration and digital service solutions.
- Conducted cold calls to potential clients, identifying opportunities for business consultation and printing services.
- Closed sales by negotiating deals, overcoming objections, and fostering long-term client relationships in the business consultation sector.
- Contributed to overall business growth by consistently meeting or exceeding sales quotas in a competitive environment.

Appointment Setter and Cold Caller

2023

Techrescue (Adult Home Care Services)

- Developed and refined cold calling scripts to optimize engagement and conversion rates for adult home care services.
- Generated leads by identifying and contacting potential customers in the healthcare and eldercare sectors.
- Set appointments for sales teams, resulting in increased pipeline opportunities and business development for care services.

Cold Caller and Proposal Specialist

2024

South East Asia Fashion

- Executed cold calling campaigns to inform and engage B2B customers about upcoming fashion week events.
- Built interest in partnerships and collaborations, leading to potential event sign-ups and networking opportunities.
- Tailored outreach to highlight value propositions, improving response rates and customer engagement.

Cold Caller and Advertisement Coordinator

2025

MGPD

- Cold called news stations to pitch and secure advertisement proposals.
- Negotiated terms and closed deals, contributing to expanded media partnerships.
- Managed follow-ups and relationship building to ensure successful implementation of advertising campaigns.