

Victor Damola | Business Development & Sales

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Professional Profile

Eager and meticulous individual with a unique combination of technical, sales and social skills. I uphold communication, teamwork, and integrity as my main principles to live by. I am self-driven and a fastlearner with the ability to adapt to any environment whether professional or social. I have a background in sales, copywriting, and software quality assurance.

Key Skills

- B2B Sales
- Face-to-face sales
- Copywriting
- Software Testing
- Content Creation
- Graphic Design and Some Photoshop
- Proficiency in all areas of Microsoft Office, including Access, Excel, Word, and PowerPoint
- Excellent communication skills, both written and verbal

Employment History

Business Development & Sales (B2B)

Astute Limited, Bournemouth

(August 2022 – September 2024)

- Fully remote working
- Cold calling existing business customers
- Build relationships with prospects and educate them on services.
- Qualifying leads to determine their potential fit for services and ensure that they meet target customer profile.
- Pitching product, handling any customer objections, and closing sales
- Managing and updating the CRM system
- Identifying customer needs and coming up with solutions to business problems
- Upselling on additional products and services and closing sales
- Logging calls and managing payment information
- Occasionally fulfilling customer services to help customers with day-to-day use

Trainee Quality Assurance Analyst (Software Testing) Agile Technology

Management, Manchester (September 2020 – May 2021)

Responsibilities:

- Analyzing user stories, design document and technical specification document and getting clarification on the requirements during 3-Amigo and Estimation session.

- Participating in all team agile ceremonies including sprint planning, team retrospective, team review, daily team stand-up meetings.
- Working on Jira stories by documenting acceptance criteria against user stories and retesting bug tickets by following the steps in the tickets
Acting as the first point of contact for any production issues and triaging the issues to ensure that such issues are raised in Jira and escalated for fix as appropriate.

Calling Sales Agent (6 Month Contract)

National Citizen Service, Manchester

(March 2020 – September 2020)

Responsibilities:

- Making outbound cold calls to people who signed up for the program
- Presenting a professional and friendly first impression of the firm to all visitors and clients
- Managing incoming phone calls
- Organizing program dates and maintaining the company filing system
- Updating all tasks on salesforce
- Training new employees

Education

Loreto Sixth Form College

(September 2018 – July 2020)

A-levels:

- Mathematics – B
- Theology & Ethics – A
- BTEC L3 Information Technology – Distinction*

Wright Robinson College (High School)

(September 2013 – July 2018)

GCSE's 9-1 (Achieved) :

- Mathematics – 8 (A*)
- English Language – 7 (A)
- English Literature – 8 (A*)
- Combined Science (Double) - 9, 9 (Two A*'s)
- Digital Applications (Graphics) - B
- BTEC L2 Physical Education – Distinction*

Hobbies & Interests

I enjoy exercising, networking, and travelling as hobbies to keep my life balanced and ensure I never stop learning and meeting new people. I also have a strong passion for reading, I love to read books on self-improvement, finance and wealth and philosophy.

References

References are available upon request.