

# 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 fast learner 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.

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## 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

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## Education

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### 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\*

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## Hobbies & Interests

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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.

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## References

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References are available upon request.