



# TONI OLUWOLE

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## PROFILE

Efficiency-oriented individual with experience in turning expectations to reality. Seeking a sales or project management role to continue creating innovative solutions and driving success in a collaborative environment.

## WORK EXPERIENCE

### Sales Development Representative Apyrse

📅 09/2023 – present 📍 OTTAWA

- Proven track record in converting inbound leads to sales in a business-to-business environment.
- Expertise in using Salesforce to organize leads, track interactions, and optimize the sales pipeline.
- Developed and executed targeted outreach sequences and templates, effectively communicating Apyrse's value proposition to prospects.
- Utilized ZoomInfo for comprehensive company research, enhancing communication and personalizing outreach efforts.
- Contributed to measurable sales success in promoting Apyrse's document SDKs, emphasizing technical features and benefits.
- Efficiently managed sales-related tasks, ensuring timely follow-ups and collaborating seamlessly with cross-functional teams.

### Web Development Freelance

📅 08/2017 – present 📍 OTTAWA

- Collaborated with clients to understand their business objectives and design preferences, ensuring the creation of customized and visually appealing websites.
- Developed responsive and user-friendly websites using HTML, CSS, and JavaScript to ensure optimal viewing experience across various devices.
- Designed and integrated interactive elements, including forms, buttons, and multimedia content, to enhance user engagement and improve overall website functionality.
- Optimized websites for search engines (SEO) by implementing relevant keywords, meta tags, and on-page optimization techniques to improve organic visibility.
- Collaborated with graphic designers to incorporate visual elements, such as logos, graphics, and images, into website layouts to align with brand identity.
- Provided ongoing technical support and troubleshooting for clients, addressing issues related to website functionality, responsiveness, and user experience.

## Programmer Analyst Government of Canada

📅 12/2022 – 03/2023 📍 OTTAWA

- Designed, developed, and deployed RPA solutions using tools like UiPath to automate repetitive tasks and processes.
- Planned and analyzed system application requirements, translating them into solutions using Python and MSSQL.
- Designing analysis and code test documentation.
- Familiarity with CI/CD in Microsoft Azure Dev Ops to organize, plan and store projects and source code.
- Created interactive dashboards and reports using MicrosoftBI to visualize key performance metrics.
- Developed custom RPA scripts Visual Basic to extend automation capabilities and integrate with legacy systems.
- Monitored and maintained RPA bots, performing regular performance analysis, troubleshooting, and optimization to ensure continuous functionality and efficiency.

## Web developer 3 Skills Inc

📅 09/2021 – 04/2022 📍 OTTAWA

- Developed and maintained responsive and user-friendly websites using HTML5, CSS3, and JavaScript, ensuring optimal functionality across various devices and browsers utilising responsive design principles.
- Utilized version control systems (e.g., Git) to manage code repositories, enabling efficient collaboration, versioning, and codebase maintenance.
- Participated in Agile methodologies, Scrum and Kanban, to ensure timely python project delivery and effective collaboration.
- Proficiently translated design mock-ups and wireframes into fully functional and visually appealing websites, adhering to best practices in UI/UX design and functionality in SDLC.

## Customer Experience Associate Scotiabank

📅 04/2019 – 09/2021 📍 OTTAWA

- Expertly handled customer inquiries and adeptly resolved complex customer issues with the online platform with transaction inconsistencies.
- Regularly explained the inner workings of credit and financial products provided by the bank to clients.
- Contributed to branch sales by analyzing qualified leads that were shared with Account Executives and Financial Advisors.
- Received positive feedback from the Branch Manager and District Supervisor for showing initiative, resulting in being the highest-rated employee in my role.

Sales Navigator

Salesforce

ZoomInfo

Outreach

Python

HTML

## TOOLS AND TECHNOLOGIES

CSS	JavaScript	SQL
Angular   React	Webflow	UiPath
MSSQL	AWS	Microsoft Azure

## EDUCATION

### Computer Programming Algonquin College

📅 09/2020 – 08/2022 📍 OTTAWA, CANADA

- Completed projects in Java, RESTful, SQL, Python, Advanced Network Development, Web development, Enterprise Application Development, Database Management, Systems analysis and design, and various SQL-based RDBMSs
- Graduated on the Dean's list with a 3.7 GPA

## VOLUNTEERING

### Youth and Operations Lead MyChurch Ottawa

📅 04/2018 – present 📍 OTTAWA, CANADA

- Oversaw the planning, execution, and evaluation of various youth-focused projects within the church community.
- Developed and managed project timelines, objectives, and budgets, ensuring effective utilization of available resources.
- Recruited, trained, and supervised a team of volunteers, providing ongoing support and guidance.
- Organized and facilitated age-appropriate programs, workshops, and activities, promoting youth engagement and growth.
- Collaborated with church leaders, parents, and stakeholders to ensure effective communication and coordination of youth-related initiatives.
- Monitored project outcomes, gathered feedback, and prepared reports for church leadership and stakeholders.

## HOBBIES



Volleyball



Video Games



Movie  
Enthusiast

## STRENGTHS

# Communication   # Problem solving   # Structural Thinking

## CERTIFICATES

### Agile development practices

📅 06/2022

Course on learning the foundation for bringing agile into your development process and streamlining existing project pipelines.

### Software Testing Foundations

📅 06/2022

Course that covers black-box testing, white-box testing, and experienced-based testing