

PROFILE

WORK EXPERIENCE

TONI OLUWOLE

Address: Ottawa, CA

Phone number: 6135817279

Email address: tonioluwole@gmail.com **LinkedIn:** linkedin.com/in/tonioluwole

Web: tonioluwole.com

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.

Sales Development Representative Apryse

□ 09/2023 - present ⑦ 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 Apryse's value proposition to prospects.
- Utilized ZoomInfo for comprehensive company research, enhancing communication and personalizing outreach efforts.
- Contributed to measurable sales success in promoting Apryse'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.

WORK EXPERIENCE

Programmer Analyst Government of Canada

苗 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

台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

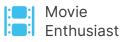
🖰 04/2018 - present 🖓 OTTAWA, CANADA

- Oversaw the planning, execution, and evaluation of various youthfocused 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







STRENGTHS

Communication # Problem solving # Structural Thinking

CERTIFICATES

Agile development practices

鬥 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