

VITALIS OJIMMA
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SUMMARY:

A results-oriented professional with diverse experience in digital marketing, real estate cold calling, Co-hosting, Sales, Telemarketing, Appointment Setting, Lead generation, Airbnb arbitrage, and property management. I have assisted in generating leads, managing short-term rental properties, and maintaining positive tenant-landlord relations. With a background as a businessman, I developed a strong customer service approach, handling client relations and market analysis. I have helped others in their online roles. I'm eager to transition fully into the online space to leverage my skills and expertise.

EDUCATION:

University of Abuja, Nigeria
Bachelor of Arts - BA, Business, Management, Marketing, and Related Support Services
May 2011 – Apr 2015

EXPERIENCE:

• Real Estate Cold Caller & Airbnb Assistant

- Supported real estate cold-calling efforts, generating leads for property sales and rentals in the USA.
- Assisted in finding properties for Airbnb, facilitated sublease agreements between landlords and clients, and managed listings on Airbnb, Booking.com, and VRBO.
- Located handymen via social media and connected them with property owners to handle repairs and maintenance.
- Resolved guest inquiries efficiently, ensuring high satisfaction for short-term rental stays.

Caretaker & Tenant-Landlord Liaison

- Acted as the point of contact between tenants and the landlord, addressing concerns and facilitating smooth communication.
- Mediated disputes between tenants, ensuring peace and a harmonious living environment.
- Managed maintenance requests and ensured compliance with landlord expectations, ensuring smooth property operations.

Business Owner – VC Ojimms Iron and Steel

Self-Employed

- Built and maintained strong customer relationships by providing insights on market trends and pricing.
- Managed sales operations, lead generation, and customer outreach, driving business success.
- Supported clients with information on price movement and market situations, ensuring informed decision-making.

Airbnb Arbitrage & Cohosting Manager

- Managed multiple short-term rental properties, ensuring high occupancy rates and 5-star guest reviews.
- Provided cohosting services, handling guest communications and property management tasks.
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SKILLS:

Core Skills

- **Digital Marketing & E-Commerce:** Expertise in social media management, and online engagement strategies.
- **Real Estate Cold Calling & Lead Generation:** Experience generating leads and setting appointments for real estate opportunities in the
- **Sales & Telemarketing:** Strong ability to build customer relationships, negotiate deals, and close sales through persuasive communication.
- **Airbnb Arbitrage & Cohosting:** Proven success in managing short-term rentals, resolving guest inquiries, and ensuring high guest satisfaction.
- **Property Listing & Management:** Skilled in listing properties on Airbnb, Booking.com, and VRBO, as well as finding handymen and resolving property maintenance issues.
- **Caretaker & Tenant Relations:** Expertise in tenant-landlord communication, conflict resolution, and maintaining peaceful living environments.
- **Client Relationship Management:** Built and sustained client relationships through market insights and timely communications, fostering repeat business.