

# IAN DABLO

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## SUMMARY

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Highly-motivated Lead Gen. Specialist with a successful 3+ year background in home and auto insurance. Strong track record of high-quality lead generation. A fast learner that takes pride in attention to detail, strong work-ethic and high ability to work in a fast-paced environment. Driven approach to lead generation and committed to developing and using new, creative and efficient methods to grow business and surpass targets.

## WORK EXPERIENCE

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### Lead Generation Specialist

2020 - 2024

Sixeleven Global Services and Solutions

- Implemented an innovative lead scoring system to prioritize follow-up calls, leading to a 30% increase in successful appointments set.
- Contacted 100+ potential leads through cold calling efforts, resulting in a 20% increase in qualified appointments scheduled for the sales team
- Identified and segmented new market opportunities through cold calling, resulting in a 15% increase in qualified leads within the first quarter.

## SKILLS

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- Communication and interpersonal skills
- Detail-oriented
- Adaptability
- Time management
- Organization
- Lead generation
- Research
- Dialers and softphones
- Calendar and task management
- CRMs
- Microsoft Office
- Google Suite

## EDUCATION

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University of Mindanao – BS in Biology