Jon Christian Pajado

Appointment Setter, Cold Caller, Lead Gen

Profile

Driven by a passion for generating leads and setting appointments, I am dedicated to contributing to the success of an organization by providing high-quality leads and supporting the sales team in achieving their objectives. With a proven ability to engage and build relationships with potential clients, I am confident in my ability to drive business growth through effective lead generation and appointment setting strategies.

☎ +639494303189

✉ Jcpajado@yahoo.com
jcpajado@gmail.com

◎ Purok 5 Barangay Maragang, Tigbao, Zamboanga del sur

EXPERIENCE

Lead Generation, Appointment Setter, Cold Caller Galaxy Growth Media & Simple.biz - March 2022 - June 2024

- Conduct extensive research to identify potential clients in the website advertising industry.
- Utilize various lead generation strategies, including cold calling, email outreach, and social media prospecting, to engage with potential clients.
- Qualify leads by assessing their needs, budget, and compatibility with the company's services.
- Present product or service offerings to potential clients, highlighting the benefits and value proposition.
- Schedule appointments and follow-up calls for the sales team, eton suarleinsg a smooth transition from lead generation conversion.
- Maintain accurate and up-to-date records of all lead interactions and appointments in the CRM system.
- Collaborate closely with the sales team to provide them with relevant information and insights about potential clients.
- Continuously stay updated on industry trends, market dynamics, and competitor activities to identify new lead generation opportunities.
- Provide regular reports and updates on lead generation activities to the management team.

EDUCATION

SECONDARY SCHOOL

Saint Vincent Ferrer Seminary

1998 - 2002

BACHELOR OF SCIENCE IN INFORMATION TECHNOLOGY
AMA Computer College
2003-2008

Skills

- Mojo Dialer 10x
- Marketing.io
- CallTools
- JustCall Tools Dialer
- Bitrix24.net
- Trello
- Notion
- Freevoice Dialer
- Freevoice.pbx CRM
- Google Sheets
- Google Drives
- Microsoft Office
- Hubspot

Language

- English
- Tagalog
- Hiligaynon
- Bisaya

LOGISTICS AND FREIGHT CSR USPS - January 2020 - Mar 2020 - March 2022ch 2022

Sort and deliver mail and packages to assigned routes
Collect outgoing mail and ensure proper handling and processing Provide excellent customer service by addressing inquiries and resolving issues
Operate mail processing equipment and maintain accurate records Adhere to USPS policies and procedures for mail handling and safety

Logistics and Customer Service Rep
WALMART - May 2017 - December 2019
Greet and assist customers in a friendly and professional manner
Provide information and guidance on Walmart products, services, and policies
Handle customer inquiries, concerns, and complaints promptly and effectively
Process returns, exchanges, and refunds accurately
Operate cash registers and handle cash transactions following Walmart's cash handling procedures
Maintain a clean and organized work area
Collaborate with team members to ensure a positive shopping experience for customers

Opportunity Kauswagan Bank - Feb 2014 - March 2017
IT Helpdesk Specialist
Provide technical support and assistance to end-users regarding hardware, software, and network-related issues
Respond to helpdesk tickets, phone calls, or emails in a timely and professional manner
Troubleshoot and resolve technical problems, escalating complex issues to appropriate teams if needed
Install, configure, and maintain computer systems, software applications, and peripherals
Assist with user account management, password resets, and access permissions
Conduct system upgrades and software installations as required
Document and maintain accurate records of support requests and resolutions

Taytay Sa Kauswagan Inc - March 2009 - January 2014
IT Admin
Manage and maintain the company's IT infrastructure, including hardware, software, and network systems
Install, configure, and troubleshoot computer systems, servers, and peripherals
Monitor and ensure the smooth operation of   IT systems, including network connectivity and security
Administer user accounts, permissions, and access controls
Provide technical support and assistance to end-users, resolving hardware, software, and network-related issues
Conduct regular system backups and implement disaster recovery plans