



RHEA

[VIDEO INTERVIEW](#)

WORK EXPERIENCE

DEBT INVALIDATION PRE-QUALIFICATION SPECIALIST

5C VA's | October 2025 – Present

- Qualifies and pre-screens potential clients by collecting and organizing financial data in CRM systems, conducting inbound and outbound calls to assess past-due accounts, evaluating assets and liabilities for program fit, and endorsing qualified leads to closers while meeting daily and weekly call targets.

DEBT CONSULTANT/LOAN ADVISOR/CUSTOMER SERVICE ASSOCIATE (B2B)

Business Debt Adjusters | November 2023 – June 2025 (1 Year, 8 Months)

- Conducted outbound cold calling to small and medium business owners using CRM (ConvoSo), built rapport, assessed eligibility for debt relief programs, applied qualification strategies, and endorsed vetted prospects to senior consultants.

ASSISTANT PROPERTY MANAGER/APPOINTMENT SETTER

Winners Choice | January 2021 – October 2023 (2 Years, 10 Months)

- Managed buyer and seller databases, analyzed homeowner trends using web-based tools, developed cold-calling strategies (Aircall) that increased appointments, created marketing campaigns, implemented filing systems for lead tracking, and supported property transactions.

TELEMARKETER/LEAD GENERATION SPECIALIST (B2B RELOCATION CAMPAIGN)

Wendover Phils. | August 2021 – September 2022 (1 Year, 2 Months)

- Generated qualified B2B relocation leads through Google Maps prospecting and Vonage dialer cold calls, gathered client information for moving companies, and maintained a monthly quota of 40 confirmed leads.

BUSINESS DEVELOPMENT REPRESENTATIVE/CUSTOMER SERVICE SPECIALIST (B2B SOFTWARE SALES)

Salary.com | June 2020 – July 2021 (1 Year, 2 Months)

- Prospected clients via ZoomInfo and Salesforce, conducted outbound B2B cold calls using RingCentral, pitched software solutions across industries, and maintained a monthly quota of 8–10 booked product demos for account executives.

CUSTOMER SERVICE REPRESENTATIVE

IQOR Philippines | June 2019 – March 2020 (10 Months)

- Resolved customer complaints, processed online payments (ATLAS), coordinated with store managers and delivery teams, and ensured timely resolution of product and service concerns.

SKILLS/AREAS OF EXPERTISE

- CRM & Database Management
- Bookkeeping
- Payroll
- Client Needs Assessment
- B2B Prospecting
- Lead Qualification
- Cold Calling
- Appointment Setting
- Customer Service
- Escalation Handling

TECHNOLOGY

- Zoom
- Avaya
- LinkedIn Sales Navigator
- RingCentral
- Salesforce
- Zendesk

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