



REGINE

 [VIDEO INTERVIEW](#)

WORK EXPERIENCE

BUSINESS DEVELOPMENT REPRESENTATIVE AND LEAD GENERATOR

Strategy Insights | 2024 - 2025 (1 Year)

- Prospected C-level executives via LinkedIn, email, and phone, managed client accounts, and supported event operations coordination.

INTERNATIONAL LEAD GENERATION SPECIALIST

Greenwave Ingredients | 2023 - 2025 (2 Years)

- Conducted lead pre-qualification for global ingredient sellers/buyers, and managed data entry into HubSpot with attention to detail and accuracy.

PROJECT COORDINATOR

FiberHome Technologies, Inc. | 2021 - 2022 (1 Year)

- Coordinated daily operations for 20+ project teams, maintained Oracle task systems, tracked progress, and delivered daily performance reports.

VIRTUAL ASSISTANT / LEAD GENERATION

Upwork | 2019 - 2020 (1 Year)

- Provided niche lead sourcing and list building for a digital marketing agency, generating 300+ verified leads weekly through in-depth research and data entry.

SKILLS/AREAS OF EXPERTISE

- Lead Generation
- Project Coordination
- Data Management
- Cold Calling
- Appointment Setting
- Email Management
- Email Automation

TECHNOLOGY

- Google Workspace
- Microsoft Office
- LinkedIn Sales Navigator

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