



RYAN

[VIDEO INTERVIEW](#)

WORK EXPERIENCE

CLIENT SERVICE EXECUTIVE

Get Maine Lobster | Dec 2023 - Nov 2024 (1 Year)

- Developed lead generation strategies and maintained relationships with food industry clients using CRM and sales tools to support business growth.

CLIENT SERVICE EXECUTIVE

Manila Recruitment | Sept 2021 - May 2023 (1 Year, 9 Months)

- Prospected new clients via LinkedIn, email, and phone while managing lead databases and supporting the sales pipeline with reporting and CRM updates.

SALES REPRESENTATIVE

Remote Philippines | Mar 2021 - Aug 2021 (6 Months)

- Handled outbound sales, built strong client relationships, and promoted business products while monitoring market activity.

ACCOUNT MANAGER

Outsourced HR Solution | Aug 2017 - Jun 2020 (2 Years, 11 Months)

- Generated leads, conducted outreach, and supported recruitment marketing strategies with a focus on remote staffing services.

BUSINESS DEVELOPMENT SPECIALIST

E.Excel International | 1998 - 2000 (2 Years)

- Generated leads, conducted outreach, and supported recruitment marketing strategies with a focus on remote staffing services.

SALES & MARKETING EXECUTIVE

Outsourced HR Solution | Aug 2017 - Jun 2020 (2 Years, 11 Months)

- Executed email marketing campaigns, managed appointment setting, and qualified leads through email engagement.

CONTENT WRITER

The Change Network | Apr 2017 - Jul 2017 (4 Months)

- Handled website and social media updates, responded to subscriber inquiries, and maintained engagement across online channels.

LEAD GENERATION SPECIALIST

Emuna Inc. | Mar 2016 - Mar 2017 (1 Year, 1 Month)

- Emailed prospects, handled objections, and managed appointment setting while compiling lead tracking records.

ONLINE ENGLISH TEACHER

Spicus Co., Ltd. | Apr 2015 - Feb 2016 (11 Months)

- Taught English to Korean students, including grammar and speaking, and provided reports and evaluations.

OUTBOUND TELEMARKETER

Sargas Inc. | Sep 2014 - Apr 2015 (8 Months)

- Conducted scripted sales calls to promote products, adjusted messaging for customer needs, and closed sales.

ACCOUNTS SPECIALIST

Top Seller Plus Inc. | Aug 2013 - Feb 2014 (7 Months)

- Promoted products via prepared scripts, handled transactions, and maintained customer databases.

OFFLINE/ONLINE TEACHER

CNK International Academy | Aug 2013 - Feb 2014 (7 Months)

- Delivered English lessons and evaluations to Korean students both online and offline.

SKILLS/AREAS OF EXPERTISE

- Lead Qualifying
- Sales Support
- List Building
- Appointment Setting
- Cold Calling
- Data Management
- Pipeline Reporting
- Business Development
- Marketing
- Executive Assistant

TECHNOLOGY

- Google Workspace
- Microsoft Office
- LinkedIn Sales Navigator
- Asana
- Apollo

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