CHIOMA ELFREDA WONODI

Cold Caller | Appointment Setter | Remote Sales Specialist

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PROFESSIONAL SUMMARY

Results-driven Outbound Sales Representative with 4+ years of experience in cold calling and appointment setting and over 3 years in outbound sales. Experienced in high-volume prospecting, lead generation, qualification, objection handling, follow-ups, and appointment setting across real estate, e-commerce, construction, and B2B industries. Skilled at engaging decision-makers, converting cold and warm prospects into qualified opportunities, maintaining accurate CRM records, and building productive sales pipelines for international companies. Adept at handling high-volume outreach while maintaining professional communication, consistent follow-ups, and organized sales documentation.

AREAS OF EXPERTISE

- Outbound Sales & Cold Calling
- B2B Sales & Business Development
- Real Estate Lead Generation
- Appointment Setting & Scheduling
- Lead Generation & Prospecting
- CRM & Sales Pipeline Management
- Prospect Research & Qualification
- Sales Follow-Up & Lead Nurturing
- Client Relationship Management
- Sales Performance Tracking & Reporting

CORE COMPETENCIES

- Cold Call Opening & Rapport Building
- Objection Handling & Rebuttal Techniques
- Gatekeeper Handling & Decision-Maker Engagement
- Consultative Selling & Value Proposition Delivery
- Active Listening & Strategic Questioning
- Prospect Qualification & Needs Assessment
- Appointment Booking & Confirmation
- Call Control & Conversation Management
- Rejection Handling & Resilience
- CRM Documentation & Follow-Up Management

KEY ACHIEVEMENT

- Managed 150–200 outbound calls daily, engaging prospects, identifying sales opportunities, and maintaining consistent outreach activity.
- Booked an average of 3–4 qualified appointments daily, approximately 21 weekly and 84 monthly, to support sales pipeline growth.
- Maintained a 90% appointment show-up rate through timely confirmations, reminders, and consistent follow-up.
- Generated and qualified 10–15 property-owner leads daily through targeted real estate prospecting and outreach.
- Researched and compiled 25–40 relevant business contacts daily to support targeted prospecting and outbound sales campaigns.
- Maintained accurate CRM records, documented prospect interactions, and tracked follow-up activities to support organized pipeline management.

- Converted cold and warm prospects into qualified opportunities through effective communication, needs assessment, and objection handling.
- Supported sales pipeline development across real estate and B2B markets through consistent prospecting, lead qualification, and follow-up.

DIGITAL TOOLS

CRM & Sales Pipeline Management: HubSpot CRM, GoHighLevel (GHL), Zoho CRM, Salesforce, Monday.com.
Lead Generation & Prospecting: Apollo.io, LinkedIn Sales Navigator, Hunter.io.
Dialers & Calling Platforms: PhoneBurner, RingCentral, Dialpad, Five9, Echo, Aircall.
Scheduling & Appointment Management: Calendly, Google Calendar, Microsoft Outlook Calendar.
Communication & Customer Support: Zendesk, WhatsApp Business, Slack, Zoom, Google Meet, Microsoft Teams.
Productivity & Documentation: Google Workspace, Microsoft Office, Google Sheets, Microsoft Excel, Google Docs. **Workflow Automation:** Zapier.

PROFESSIONAL EXPERIENCE

Cold Caller | Outbound Sales Representative |Real Estate Appointment Setter *September 2025 – August 2026*

Elite REI BPO Solution — United States, *Remote*

- Managed 150–200 outbound calls daily to engage prospects, identify sales opportunities, and generate qualified leads.
- Initiated conversations with prospective customers, introduced relevant services, and communicated value propositions effectively.
- Used structured discovery questions to understand prospect needs, assess interest, and determine suitability.
- Handled objections professionally and applied appropriate rebuttal techniques to maintain productive conversations.
- Conducted follow-up calls and re-engaged prospects to nurture leads and advance sales opportunities.
- Scheduled appointments with qualified prospects and coordinated booking details to support the sales pipeline.
- Recorded call outcomes, prospect information, follow-up activities, and lead statuses in the CRM.
- Maintained organized prospect records and consistent outreach activity to support sales reporting and pipeline management.

B2B Cold Caller | Outbound Sales Representative| Appointment Setter *June 2024 – June 2025*

SalesHive — United States, *Remote*

- Booked 3–4 qualified sales appointments daily through B2B cold calling, prospect qualification, and consistent follow-up.
- Researched target businesses and identified relevant decision-makers for outbound sales campaigns.
- Engaged prospective clients to understand their business needs and assess their suitability for client services.
- Handled objections professionally and used relevant questions to identify potential sales opportunities.
- Followed up with interested prospects through calls and emails to maintain engagement and encourage appointment attendance.
- Updated CRM records with prospect details, qualification outcomes, communication history, and scheduled appointments.

Outbound Sales Specialist |Real Estate Cold Caller |Appointment Setter *March 2023 – March 2024*

Resco— *United States,* *Remote*

- Handled 10–15 property-owner leads daily, assessing seller motivation, property details, and willingness to consider an offer.

- Contacted property owners to identify potential sellers and generate qualified leads for real estate investors.
- Asked targeted questions to determine selling timelines, property circumstances, and potential investment suitability.
- Used active listening and objection handling to establish rapport and identify promising opportunities.
- Followed up with interested property owners to nurture leads and maintain consistent communication.
- Documented property information, qualification notes, and follow-up actions in the CRM to support lead tracking and handover.
- Coordinated appointments or follow-up discussions with interested prospects where required by the campaign.

Outbound Sales Representative | B2B Lead Generation Specialist| Cold Caller *January 2022 – December 2022*
Pearl Lemon Leads — United Kingdom, *Remote*

- Conducted outbound sales calls to prospective business clients to generate leads, initiate sales conversations, and identify new business opportunities.
- Researched and compiled 25–40 relevant business contacts daily to support targeted prospecting and outbound sales campaigns.
- Identified relevant businesses and decision-makers to improve the targeting of outbound sales activities.
- Used persuasive communication, active listening, and objection-handling techniques to understand prospect needs and encourage sales discussions.
- Followed up with interested prospects through calls and other communication channels to nurture leads and maintain an active sales pipeline.
- Qualified prospective clients based on their needs, suitability, and interest before passing relevant opportunities to the sales team.
- Maintained accurate CRM records covering contact details, outreach history, prospect responses, and follow-up actions.

EDUCATION

Bachelor of Nursing Science (BNSc)
Niger Delta University | May 2018 – May 2024

CERTIFICATIONS & TRAINING

- Virtual Assistant – Express Tech Academy (2025)
- Cold Calling & Appointment Setter – ALX (2024)
- Remote Sales Specialist – ALX (2023)
- Outbound Representative – HubSpot Academy
- Cold Calling & Sales Representative – IT Community Training

WORKSTATION

Dedicated home office with a laptop, reliable high-speed internet and backup connectivity, noise-cancelling headset, webcam, and backup power supply.