



# KIM RYAN FABIAN

VIRTUAL TEAMMATE



## SKILLS SUMMARY

- Lead Generation
- Appointment Setting
- Airline Ticketing
- Cold Calling
- Customer Service

## TOOLS

- Salesforce
- Hubspot
- Vicidialer
- Mojodialer
- Meta Business Suite

## PERSONAL PROFILE

Engaging and patient sales executive and customer service professional with 9 years of experience responding with all types of customer inquiries. To secure a challenging position in a reputable organization to expand my learnings, knowledge and skills.

## WORK EXPERIENCE

### All American Mobile Detailing | May 2024 - July 2024

- Sales Executive
- Appointment Setting
- Inbound and Outbound calls

### Full Potential Solutions - Ooma Dec 2023 – May 2024

- Lead Generation
- Sales Executive
- Appointment Setting
- Cold Calling

### Pattern (Project-based) | Mar 2023 - Nov 2023

- Data Collector

### LS Beauty | Aug 2022 - February 2023

- SMM on Meta
- Sales Executive
- Customer Service
- Appointment Setting

### JP Morgan Chase Travel | Apr 2021 - June 2022

- Travel Consultant
- Customer Service
- Ticketing

### World Container Group | Feb 2021 - July 2022

- Sales Executive
- Customer Service
- Email Support
- Lead Generation

### Gross Non-profit Organization (Project-based) | Feb 2021 - July 2022

- Lead Generation

### We Buy Homes - USA | May 2019 - May 2021

- Real Estate Virtual Assistant
- Cold Calling
- Appointment Setting

### Interglobe Technologies - United Airlines | Oct 2015 - Apr 2019

- Travel Consultant
- Customer Service

## EDUCATION HISTORY

### Laguna State Polytechnic University

- Bachelor of Science in Entrepreneurship major in Marketing, 2015