

The tools I'm familiar with:

Podio;Salesforce;Canva;Spreadsheets;CallTools;Zapier;Other Tools

Other tools: FUB, CRM, PLACE, MOJO

My Work Experience:

Company: Core Group Realty/ Cardinal Financial	Period: 2023-01-06 – 2024-06-14
Role: ISA/Mortgage	Responsibilities: Pre-qualify buyer/seller leads, depending on what type of lead (such as Circle Prospecting, expired lead, FSBOs, and more)., it is definitely tagged (the kind of lead that I will be talking to) on the lead's account. Set them (Leads) up for an appointment with Clint/Agents or live transfer the call. Nurture the lead and monitor the leads until it becomes a successful closed sale. I also worked for a Mortgage Company. Reached out Buyer/Seller leads and check if they need help in pre-approval or home loan approval, if they do, I will set them up for a call back with a Loan Officer.
	Reason for leaving: The contract with the Client already expired
Company: Core Virtual Solutions	Period: 2022-04-04 – 2022-11-25
Role: Sales Development Representative	Responsibilities: Reach out Clients/Realtors, offer our Virtual Assistant Services by leveraging the needs of the service in their business. Set them up for an Appointment with Business Development Manager.
	Reason for leaving: Cost cutting (Company)
Company: Hynt (Real Estate lead Generation Company)	Period: 2020-10-05 – 2022-03-25
Role: Inside Sales Agent	Responsibilities: Pre-qualify buyer/seller leads, depending on what type of lead (such as Circle Prospecting, expired lead, FSBOs, and more)., it is definitely tagged (the kind of lead that I will be talking to) on the lead's account. Set them (Leads) up for an appointment with Clint/Agents or live transfer the call. Nurture the lead and monitor the leads until it becomes a successful closed sale.
	Reason for leaving: Better Opportunity/Company also was doing a cost cutting

All the information was provided by the candidate.