

# TRICIA FELY TECSON

EXPERIENCED SALES REPRESENTATIVE  
AND RECRUITMENT SPECIALIST



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Cebu City, Philippines

## PROFILE

I HAVE BEEN WORKING SINCE 2015 IN AREAS RELATED TO END-TO-END SALES, APPOINTMENT SETTING, TELEMARKETING, LEAD GENERATION, EMAIL OUTREACH, RECRUITMENT, AND STAFFING. I AM A TECH-SAVVY PERSON AND CAN WORK UNDER PRESSURE.

## SKILLS

COMMUNICATION  
WRITING SKILLS  
COMPUTER PROFICIENCY  
STRONG WORK ETHIC  
MULTITASKING  
TIME MANAGEMENT  
PEOPLE SKILLS  
RECRUITMENT

## EXPERIENCE

**RECRUITMENT MANAGER**  
**CLIENT SUCCESS MANAGER**  
**ZOOMEMPLOYEE / OUTSTA (REMOTE)**  
JULY 2022 - JULY 2023

- I WAS RESPONSIBLE FOR SCREENING RESUMES, CONDUCTING INITIAL AND FINAL INTERVIEWS, JOB POSTINGS, CREATING CANDIDATE PROFILES, AND, BASICALLY, THE END-TO-END RECRUITMENT AND STAFFING PROCESS, INCLUDING COMMUNICATING WITH CLIENTS AND CONTRACTORS.

**SALES DEVELOPMENT REPRESENTATIVE**  
**MAZUMA USA (REMOTE)**  
SEPT. 2020-SEPT. 2021

- INBOUND CALLS | OUTBOUND CALLS | B2B | APPOINTMENT SETTING
- I WAS RESPONSIBLE FOR CALLING VARIOUS BUSINESS OWNERS, SELLING THEM ACCOUNTING SOFTWARE, AND SETTING UP A ONE-ON-ONE APPOINTMENT WITH OUR US-BASED ACCOUNTANTS.

**SALES PUBLISHING CONSULTANT**  
**TRIFECTA BUSINESS HUB (REMOTE)**  
JAN. 2020-SEPT. 2020

- INBOUND | OUTBOUND | COLD CALLING | B2C | EMAIL MARKETING | LEAD GENERATION
- I WAS RESPONSIBLE FOR CALLING VARIOUS AUTHORS AROUND THE WORLD AND SELLING MARKETING AND PUBLISHING SERVICES.

**SALES PUBLISHING CONSULTANT**  
**BOOK VINE PRESS**  
JULY 2019-JAN. 2020

- INBOUND | OUTBOUND | COLD CALLING | B2C | LEAD GENERATION | EMAIL MARKETING
- I WAS RESPONSIBLE FOR CALLING VARIOUS AUTHORS AROUND THE WORLD AND SELLING MARKETING AND PUBLISHING SERVICES.

**SALES PUBLISHING CONSULTANT**  
**CENTEXUS GLOBAL INC.**  
SEPT. 2018-JULY 2019

- INBOUND | OUTBOUND | COLD CALLING | B2C | APPOINTMENT SETTING | EMAIL MARKETING
- I WAS RESPONSIBLE FOR CALLING VARIOUS AUTHORS AROUND THE WORLD AND SELLING MARKETING AND PUBLISHING SERVICES.

**SALES DEVELOPMENT REPRESENTATIVE**  
**411 LOCALS**  
SEPT. 2016-JULY 2018

- INBOUND | OUTBOUND | B2B | B2C | COLD CALLING
- LIVE TRANSFERS | I WAS RESPONSIBLE FOR CLOSING DEALS AND SELLING GOOGLE SERVICES TO BUSINESS OWNERS.

**SALES AGENT, TRAINER, TEAM LEADER**  
**FLINGS BPO INC.**  
SEPT. 2015-SEPT. 2016

- INBOUND | OUTBOUND | B2B | B2C | COLD CALLING | TELEMARKETER
- I HANDLED VARIOUS ACCOUNTS AND HAD EXPERIENCE IN COLD CALLING, APPOINTMENT SETTING, LEAD GENERATION, HANDLING, AND TRAINING A TEAM.

**AMERICAN BASKET (PROJECT-BASED ACCOUNT) (2015) (REMOTE)**  
INBOUND | OUTBOUND | B2B | B2C | COLD CALLING | LEAD GENERATION

## EDUCATION

### SECONDARY SCHOOL

Salazar Colleges of Science and Institute of Technology

### DEGREE

Bachelor of Science and Information Technology  
(Associate Degree)

Digital Marketing and Social Media Marketing - 2023  
(Brigham Young University - Idaho)

International Writing & Communication - 2024