

Ito Pius

Cold Caller/Lead Generation Specialist

Remote | [LinkedIn](#)

Customer support and sales professional with expertise in cold calling, lead generation, and customer relationship management. Skilled at handling objections and closing appointments.

EXPERIENCE

Cold Caller/Lead Generation Specialist May 2023 — Nov 2025
Premier Source LLC *Remote*

Made outbound calls to qualified leads for Final Expense Plans. Used prequalifying questions to assess lead eligibility and generate qualified leads. Worked collaboratively with team members to meet daily and weekly targets while maintaining script compliance and handling customer objections professionally.

Sales Representative/Customer Support Specialist Feb 2022 — Sep 2023
Affordable Rent-to-Own *Remote*

Conducted outbound sales calls using automated dialer systems to reach potential clients. Assessed customer needs through qualifying questions and accurately recorded lead information in CRM systems. Provided consultative guidance on housing options, addressed customer concerns, and persuaded leads to subscribe to the home listing website.

EDUCATION

University of Port Harcourt Sep 2015 — Jun 2019
B.A. Linguistics and Communication Studies

SKILLS

cold calling · lead generation · objection handling · customer service · relationship building · verbal communication · interpersonal skills · CRM systems · attention to detail · appointment setting