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# ANGELO MELLORES JR.

## MARKETING PROFESSIONAL

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### PROFILE

A dynamic Marketing Professional with over 7 years of experience as a dedicated Team Lead in the outbound telemarketing industry with high skills in Appointment Setting and Lead Generation. I have successfully led and motivated teams to achieve exceptional results, emphasizing collaboration and effective communication.

In my recent role, I transitioned to the dynamic real estate industry, where I excelled as a CRM Team Lead. Working remotely for the past 3 years, I leveraged my leadership skills to optimize customer relationship management processes and ensure team collaboration. I thrive in fast-paced environments, combining strategic thinking with hands-on leadership to deliver impactful outcomes.

### CONTACT

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### ACTIVITIES AND INTERESTS

Fishing • Basketball • Movies • Mobile & Console Games • Beach • Cooking

### KEY SKILLS AND CHARACTERISTICS

Strong interpersonal & communication skills • MS Office Suite • WPM: 60 • Ability to work collaboratively as part of a team • Problem Solving • Leadership • Attention to detail • Excellent Organizational skills • Poised under pressure

### EXPERIENCE

#### CUSTOMER SUCCESS LEAD

##### MASHORE METHOD (2022 – 2024)

- Answering concerns in the private Facebook group, email, and Slack
- Creating Smart Lists, Bulk Requests and Scheduling emails
- Scrubbing and Importing Leads List

#### ENGAGEMENT MANAGER

##### SCALE BUSINESS CONSULTING (2020 – DEC 2022)

- Assisted female coaches with their duties & helped focus on driving their business with different marketing strategies.
- Lead generation, Social Media Marketing, Appt Setting

#### TELEMARKETING TEAM LEAD

##### DEMAND SCIENCE TEAM (2016 – 2022)

- Designed strategic plan for component development practices to support future projects.
- Planned, coordinated, and supervised the execution of internal and client-based marketing projects
- Delegated work, managed progress towards goals, and coached team members.

#### TEAM LEAD - TELEMARKETING DEPARTMENT

##### CALLBOX DAVAO (2013 – 2016)

- Contacted businesses and private individuals through telephone, email, and social media to present the service to potential customers, verify information, and scheduled appointments.
- Analyzed customers and competitors.

#### SALES ASSOCIATE

##### BABY COMPANY (JUNE 2011 – DEC 2011)

- Assisted customers with purchase completion.
- Created awareness and promoted special offers and loyalty programs.
- Sold baby products while providing excellent customer service.

### EDUCATION

#### BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION MAJOR

#### IN MARKETING MANAGEMENT

UNIVERSITY OF MINDANAO • DAVAO CITY

JUNE 2020

DEAN'S LIST - 2020

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## **CHARACTER REFERENCES**

### **ATHENA QUINONES**

OWNER

SCALE Business Consulting

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### **GLOCHI FRANCISCO**

HR DIRECTOR

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