

Nicole Jarvis

Telecaller / Inside Sales Executive

nicole.jarvis@example.com • (555) 605-3341 • Columbus, OH • nicolejarvis.com/in/nicole-jarvis

SUMMARY

Inside-sales executive with three years across NBFC lending and ed-tech counselling. 120+ dials a day, 12% lead-to-appointment, and \$7k of monthly disbursal credit — numbers a floor manager can verify from the dialer.

EXPERIENCE

Senior Telecaller · Crestline Finserv

05/2023 – Present

- Make 120+ outbound dials a day with 4.2 hours of talk time; convert 12% of leads to documented appointments
- Closed \$7k average monthly personal-loan disbursals against a \$6k target across FY25
- Maintain 98% call-disposition hygiene in LeadSquared; zero compliance escalations in two years

Telecaller · Learnbright Academy

07/2021 – 04/2023

- Counselling 60+ parent leads a week for K-12 courses; converted 9% to paid trials
- Won the floor's call-quality award twice for scripted-plus-natural handling

SKILLS

- | | |
|--|------------------------------|
| ✓ Outbound calling & follow-up cadence | ✓ Objection handling |
| ✓ LeadSquared / Ameyo dialers | ✓ CRM hygiene & dispositions |
| ✓ Spanish–English bilingual calling | ✓ Excel trackers |

EDUCATION

B.A. — CCS University

2018 – 2021