

SIMBIAT RAHEEM

Customer Success | Client Relationship Management | Customer Support | Sales

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[LinkedIn](#) | [Portfolio](#)

Profession Summary

Results-driven Sales Development and Outbound Sales professional with 4+ years of experience in cold calling, lead generation, customer acquisition, and relationship management within the fintech and financial services industry. Proven ability to engage prospects, overcome objections, nurture client relationships, and convert leads into customers while consistently working towards sales targets. Skilled in high-volume outbound calling, consultative selling, CRM management, and delivering exceptional customer experiences in remote environments.

Core Skills

- Outbound Sales
- Cold Calling
- Lead Generation
- Sales Prospecting
- Sales Development
- Appointment Setting
- Customer Acquisition
- Objection Handling
- Closing Techniques
- Follow-up & Lead Nurturing

Professional Experience

Sales Executive

CMTrading | June 2025– Present

- Conduct outbound calls to engage prospective clients and generate new business opportunities.
- Qualify leads, identify customer needs, and recommend suitable financial products.
- Build rapport with prospects and handle objections to improve conversion rates.
- Follow structured sales processes and maintain consistent follow-ups throughout the sales cycle.
- Achieve daily and monthly sales targets in a KPI-driven environment.

Client Relationship Executive

OnePipe Financial Technology | Sept 2024 – May 2025

- Prospected and engaged merchants through cold calls, emails, and outbound outreach.
- Generated qualified leads and managed the sales pipeline from prospecting to onboarding.
- Built strong client relationships that supported customer acquisition and retention.
- Conducted product presentations and addressed customer objections effectively.

Customer Experience & Telesales Officer

Scrella Technology Ltd | Feb 2023 – Aug 2024

- Managed high volumes of inbound and outbound customer interactions via phone and digital channels.
- Promoted insurance products and converted customer inquiries into successful sales opportunities.
- Handled customer objections professionally and provided effective solutions.
- Built lasting customer relationships through proactive communication and follow-up.

Education

Bachelor of Science ([B.sc](#)) Library and Information Science

Tai Solarin University of Education (2021)

Certifications

- Customer Success Certification - HubSpot Academy (2020)
- Digital Marketing Professional - Digital Marketing Skills Institute (2026)
- AI Image & Video Generation Certification - AINextGen Creative (2025)
- Virtual Assistant Certification - EmpowerHerRemotely (2025)

Additional Information

- Authorized to work remotely from Nigeria
- Available to work across US, UK, and European time zones
- Strong internet connection and dedicated home workspace
- Fluent in English (Written & Verbal)