

Mariel Joy Mahilom

Lead Generation Specialist

Experience

EXPERT LEAD GENERATOR | FREELANCER

May 2020 – May 2026

- Built targeted and verified B2B lead lists for SaaS companies, agencies, and business owners.
- Expertly used Apollo.io, Lusha and LinkedIn Sales Navigator to identify key decision-makers and generate qualified leads.
- Conducted detailed web research to gather verified emails, phone numbers, and company information.
- Maintained high data accuracy and organized CRM databases for outreach campaigns.
- Delivered customized prospect lists based on client ICPs, including industry, company size, and location.
- Regularly exceeded client expectations by delivering high-quality leads within deadlines.

Tools

- Apollo.io
- Lusha
- Sales Navigator
- Google Suite
- Google Spreadsheets
- ChatGPT
- Asana
- Airtable
- Canva
- Facebook
- Instagram
- YouTube
- LinkedIn
- Sinch
- Dialpad
- Zoom
- Google

Profile

Results-driven Lead Generation Specialist with over 6 years of experience helping SaaS startups, B2B companies, and marketing agencies generate high-converting leads. Skilled in building verified prospect lists, researching decision-makers, and managing outreach databases with high accuracy. Expert in using Apollo and LinkedIn Sales Navigator to identify and qualify leads that drive business growth.

Contact

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Skills

- Lead Generation
- Prospect Research
- Data Entry & Data Management
- Email List Building
- CRM Management
- LinkedIn Prospecting
- Appointment Setting Support
- Internet Research
- Calendar Management
- Communication Skills