

AUGUSTA CHIDIEBERE

Sales Development Representative (SDR) | B2B Lead Generation

Email: chidiaugusta6@gmail.com | **LinkedIn:**
<https://www.linkedin.com/in/augustachidiebere/>

PROFESSIONAL SUMMARY

I'm a sales Development professional focused on B2B lead generation, prospect research, lead qualification, outreach, appointment setting, and sales pipeline management.

I help businesses find the right prospects, identify decision-makers, build qualified lead lists, and support outbound sales campaigns.

CORE SKILLS

- B2B Lead Generation
- Prospect Research
- Lead Qualification
- Decision-Maker Research
- Cold Email Outreach
- LinkedIn Outreach
- Appointment Setting
- ICP Research
- CRM Management
- Sales Pipeline Management
- Follow-up
- Outbound Sales Support

EXPERIENCE

B2B Lead Generation & Sales Development

Freelance | 2025 – Present

- Researched target companies and identified relevant decision-makers.
- Built and verified qualified B2B prospect lists based on ICP criteria.
- Supported LinkedIn and cold email outreach campaigns.

- Qualified leads based on company fit and target criteria.
- Tracked leads, follow-ups, and prospect data using CRM and spreadsheets.

KEY RESULTS

- 200+ verified B2B prospects researched and organized
- 100+ qualified leads generated
- 5+ qualified appointments booked

TOOLS

Apollo | LinkedIn | LinkedIn Sales Navigator | HubSpot | Hunter | Google Sheets | Google Maps | ClickUp | Trello | Slack etc

EDUCATION / CERTIFICATION

Bachelors of Science (Ed)

Nnamdi Azikiwe University, Awka Anambra State Nigeria

In demand IT Skills

Digital Witch Support Community

Certification in Sales Mentorship

Fearless Confidence Mentorship