

# MPHO LEHOMO

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**ID No:** 8806115423081

**Drivers Licence:** Code 10 with PDP

## WORK EXPERIENCE

### Bayport Financial Service

**04/2010 to 05/2014**

#### Responsibilities:

- Conduct outbound cold calls to potential customers.
- Identify and qualify sales leads.
- Build and maintain a pipeline of potential clients.
- Follow up on leads through phone calls and emails.
- Present our products or services to potential clients.
- Meet or exceed daily, weekly, and monthly call and sales targets.
- Document interactions and update CRM with accurate information.

### Lifestyle Financial Services (FNB)

**10/2015 to 03/2022**

#### Responsibilities:

- Selling loan to clients on behalf of FNB through generated leads.
- Following up with client.
- Following the scrips as per the Bank procedure.
- Meeting monthly sales Target.

### Mwelase Mining

**04/2017 to 03/2025**

#### Responsibilities:

Driving and Vehicle Operation:

- **Safe Operation:**  
Ensuring the safe and efficient operation of a Code 10 vehicle (a truck up to 16,000 kg with a trailer up to 750 kg).
- **Route Navigation:**  
Following assigned routes, using maps or GPS, and locating delivery addresses.
- **Pre-trip Inspections:**  
Conducting pre-trip inspections to ensure the vehicle is in good working order.
- **Following Traffic Laws:**  
Adhering to all traffic laws, road safety regulations, and company transport policies.
- **Vehicle Maintenance:**  
Performing basic vehicle maintenance, such as refueling, cleaning, and reporting mechanical problems.

## **ADDITIONAL SKILLS**

- Cold Calling
- Lead Generation
- Salesforce (CRM)
- Microsoft Word
- Excel
- PowerPoint
- Teams
- Customer Relationship Management
- Communication
- Negotiation
- Microsoft Office
- Time Management

## **EDUCATION**

High School or Equivalent  
Senior Certificate, Mopani District  
12/2006

Torque IT  
CompTIA A+Certificate  
12/02/2018

Torque IT  
CompTIA N+  
Attendance Certificate  
12/02/2020

MEGAnet Certification  
02/2020

## **REFERENCE**

Mr Reuben Motsamai (Team Leader)  
Bayport Financial Services  
27 74 329 4561

Miss Bongiwe Ndlovu (Team Leader)  
Lifestyle Financial Services  
078 685 4450 and 011 425 6067

Mr Neil Du Plessis (Reporting Manager)

Mwelase Mining

082 258 8233