EVAN BOLSTER

BUSINESS DEVELOPMENT | TECH SALES | PRODUCT DESIGNER

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PROFILE

Commercially minded professional who built and sold an independent service business through cold calls, in-person prospecting and client referrals. Background in corporate banking, financial compliance, freelance client acquisition and technical product design. Seeking BDR, SDR and junior Account Executive roles in fintech, construction technology, design software and B2B technology.

SALES & CLIENT ACQUISITION

LANDMAN | Founder, Business Development & Operations | Jun 2026–Present

• Won business through cold calls, direct walk-ins to hotels and local businesses, and outreach to commercial and residential prospects.

• Qualified enquiries, scoped work, prepared and negotiated quotations, secured projects and managed delivery, budgets and customer relationships.

• Created and edited original social video campaigns, building a 5,000+ follower audience and generating 500,000+ organic views to drive brand awareness, enquiries and customer acquisition.

IVAN PROJECTS | Freelance Brand Designer & Client Development | 2021–Present

• Generated leads through cold email, calls, referrals and direct outreach; pitched services and secured paying clients.

• Developed and sold tailored branding, website and launch packages for startups, including Harbour AI and AMEA Skincare; scoped needs, priced proposals and delivered projects.

• Worked with Harbour AI, a startup that went on to raise approximately €1m; supported its brand identity and presentation.

FINANCIAL SERVICES EXPERIENCE

BANK OF IRELAND | Commercial Loans Administrator, Corporate & Markets | Oct 2021–Aug 2022

• Serviced large commercial loan facilities using ACBS, including drawdowns, rollovers, fees and interest payments.

• Coordinated with relationship managers and stakeholders on bilateral and risk-free-rate loan desks to resolve funding queries.

BANK OF IRELAND | Customer Service Lead | Feb 2020–Oct 2021

• Led customer service activity in a regulated banking environment, handling customer communication and issue resolution.

AIB | Off Counter Associate | Dec 2018–Oct 2019

• Processed large fund remittances and deposits at AIB national headquarters, maintaining accuracy and discretion.

WESTERN UNION | Anti-Money Laundering Specialist | Dec 2017–Jun 2018

• Supported consumer investigations, KYC/AML verification, regulatory reporting and risk research.

TECHNICAL EXPERIENCE

ARUP | Façade Engineering Intern | Apr–Aug 2025

• Contributed to international architectural and engineering projects, developing understanding of technical specifications, building systems and design processes.

• Worked across multidisciplinary teams, translating technical requirements into drawings, calculations and reports.

ANY PERCENT | **Sportswear / Product Designer** | May 2024–Apr 2025 — Technical product specifications, material development and manufacturer coordination.

EDUCATION & QUALIFICATIONS

BA Product Design, NCAD Dublin (2022–2026) | Erasmus, Politecnico di Milano (2024–2025)
Qualified Financial Adviser (QFA), Institute of Bankers (2021–2022)

RELEVANT SKILLS

Cold calling • B2B prospecting • Lead qualification • Client discovery • Quoting & negotiation • Relationship management • Corporate lending • Financial compliance • Technical product literacy