

PAUL AKPORARHE

Experience: 5+ years | Availability: Immediate | Location: Abuja, Nigeria.

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ABOUT ME

I am a highly motivated and results -driven sales manager with over 5 years of experience exceeding performance and profitability targets. I specialize in B2C and corporate sales, strategic negotiation, and digital transformation. My recent work as a remote business mentor underscores my ability to lead, support, and scale businesses virtually using digital tools and platforms. I bring strong communication, analytical, and leadership skills, with a passion for remote collaboration and digital -first business models.

WORK EXPERIENCE

Upskill Universe – Remote Business Mentor (Freelance) Remote | June 2021 – Present

- Delivered one -on-one virtual mentorship to entrepreneurs and startups.
- Implemented digital marketing strategies that scaled businesses beyond local boundaries.
- Guided mentees in the use of business intelligence tools (e.g., Google Analytics, CRM).
- Promoted remote resilience and performance through goal -setting and mindset coaching.
- Specialized in helping remote -first businesses with digital strategy execution.

Omeife Technologies – Digital Solutions| Abuja | Sept 2021 – Nov 2024

- Designed and implemented digital solutions, integrating advanced technologies to enhance business operations and market intelligence.
- Text-to-Speech (TTS) Implementation: Managed projects from concept to deployment, including selecting appropriate TTS APIs, defining text input parameters, choosing optimal voices, generating high -quality audio outputs, and integrating TTS into customer engagement platforms for automated communication.
- Web Scraping & Data Acquisition: Oversaw web scraping initiatives to systematically collect and structure large datasets for market research, competitor analysis, and lead generation. This involved identifying target websites, designing scraping logic, extracting raw data, performing data cleaning and validation, and ensuring secure storage and accessibility.
- Data Analysis & Insight Generation: Utilized collected data to perform in-depth market analysis, identify emerging trends, and generate actionable business intelligence reports for strategic decision -making.
- Cross -functional Collaboration: Collaborated closely with technical development teams, external vendors, and business units to ensure seamless integration and optimal performance of digital tools.
- Contributed to the company's digital transformation roadmap by identifying new technological opportunities for efficiency and growth.

Airtel Nigeria / Territory Sales Manager Ajao/Isolo, Lagos | Feb 2020 – May 2023

- Prospected and pitched Airtel business solutions to corporate clients.
- Conducted needs analysis, lead generation, and closed strategic sales.
- Resolved customer issues and ensured high satisfaction and retention.
- Produced detailed market and performance reports.

- Coordinated cross -functional teams for seamless territory management.
- Responsible for trade receivables and credit control.

Guinness Nigeria Plc – Sales Representative Abuja | Jan 2016 – Nov 2018

- Drove B2C product awareness and sales via strategic campaigns.
- Met distribution, quality, and visibility goals across outlets.
- Implemented market penetration plans and activated trade promotions.

EDUCATION

Benue State University, Makurdi B.Sc. Economics | 2011 – 2016

CORE SKILLS

- B2C & Corporate Sales Management
- Remote Business Mentorship
- Digital Marketing Strategy
- Negotiation & Deal Closure
- Lead Generation
- Relationship Building
- Product Distribution & Visibility
- Data Analysis & Reporting
- Market Research
- CRM & Analytics Tools
- Sales Strategy & Planning
- Remote Work Collaboration
- Text-to-Speech (TTS) Integration
- Web Scraping & Data Extraction

- AI/Digital Solution Deployment

CERTIFICATIONS

Google – Fundamentals of Digital Marketing Certificate ID: K5U BRU 64C | No Expiry

Google Hustle Academy Graduate Certificate ID: xh39xbk2fb | No Expiry

LANGUAGES

English (Fluent)