

PAUL AKPORARHE

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

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Portfolio: <https://paul-portfolio-git-main-paul-akporarhes-projects.vercel.app/> | **GitHub:** lashakp
HUGGING FACE: <https://huggingface.co/lashakp> | **LinkedIn:** www.linkedin.com/in/paul-akporarhe

PROFESSIONAL SUMMARY

Highly motivated and results-driven professional with **5+ years of experience** in B2C/Corporate Sales Management, strategically combined with proven technical expertise in **Data Science, Python, and Digital Transformation**. I specialize in leveraging data analysis and technology (Web Scraping, TTS, Machine Learning) to drive business insights, exceed performance targets, and optimize customer engagement models.

I possess strong communication, analytical, and leadership skills, with a passion for remote collaboration and building digital-first strategies that scale businesses and deliver measurable results.

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) to track performance and scale operations.
 - Promoted remote resilience and performance through goal-setting and mindset coaching.
 - Specialized in helping remote-first businesses with digital strategy execution.
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Omeife Technologies – Digital Solutions | Intern | Abuja | Sept 2024 – Aug 2025

- 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.
 - Designed and implemented digital solutions, integrating advanced technologies to enhance business operations and market intelligence.
 - 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.
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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.
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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.
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EDUCATION

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

CORE SKILLS

- B2C & B2B Corporate Sales Management
 - Remote Business Mentorship
 - Digital Marketing
 - Lead Generation
 - customer success & Relationship
 - Product Distribution & Visibility
 - Data Analysis & Reporting
 - Python programming
 - Sales Strategy & Planning
 - Remote Work Collaboration
 - Text-to-Speech (TTS) Integration
 - Web Scraping & Data Extraction
 - Machine learning and Data Visualization
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CERTIFICATIONS

- Level 5 Certificate in Data Science
Awarding Body: Computer Professionals Registration Council of Nigeria – National Skills Qualification
Training Institution: Uniccon Group of Companies and Intelbox Solutions
Certificate ID: CPN/NSQ/24128594 | Awarded: November 2025
 - Fundamentals of Digital Marketing | Awarding body: Google | Certificate ID: K5U BRU 64C | Awarded: September 2023
 - Google Hustle Academy Certificate | Awarding Body: Google | Certificate ID: xh39xbk2fb | Awarded march 2023
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LANGUAGES

- English (Fluent)
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