



Emil Halili

Sales Manager ·
Renewable Energy &
Large-Scale Sales Ops

CONTACT

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CORE COMPETENCIES

- Solar & Roofing sector expertise
- Large-scale sales management (125+ reps)
- Domestic solar field operations
- SaaS & telecom infrastructure sales
- Vendor vetting & bid management
- Strategic reporting & forecasting

TOOLS

Primo Dialer, HubSpot, Salesforce, GoHighLevel, CallView AI, n8n, Zapier, ElevenLabs, MS Office Suite

EDUCATION

Holy Angel University
AB English

Jose Rizal University
BS Hotel & Restaurant Mgmt

PROFESSIONAL SUMMARY

Results-oriented Sales Manager with a 10+ year track record of driving massive revenue growth across the Solar, Roofing, and B2B outsourcing industries. Proven capability to command large-scale, multi-tiered sales organizations — directly leading teams of up to 135+ personnel, including managers and supervisors. Deep expertise across the solar lifecycle: local Philippine field operations, domestic vendor procurement, international lead generation, and specialized telecom / dialer infrastructure sales. Combines sharp analytical strategy with a hands-on, "walk the talk" coaching style to consistently exceed organizational targets and build long-term client loyalty.

PROFESSIONAL EXPERIENCE

CallView AI

2025 — Present

Head of Business Development & Growth

- **High-velocity sales strategy:** Managed end-to-end commercial ops and closed enterprise software deals for automated outbound systems — focused on volume-driven US verticals (Solar, Roofing, Auto Insurance).
- **Channel distribution:** Built distributor networks by partnering with Go-To-Market agencies and high-volume outbound BPOs to scale software adoption.

Appointmentlyy — Domestic Solar Marketplace

2022 — 2025

Head of Sales Operations

- **Solar sales leadership:** Led a domestic sales and field ops team securing residential and commercial solar contracts across the Philippine market.
- **Field work & client relations:** Travelled extensively for client-facing consultations — auditing energy profiles, evaluating installation readiness, and building long-term relationships.
- **Vendor vetting & bid architecture:** Engineered a strict QA framework to vet domestic solar engineering and installation companies; curated high-value bidding environments where verified vendors competed for qualified projects.

Appointmentlyy — US BPO & Outsourcing

2018 — 2022

Business Development Manager — US Market

- **US market client acquisition:** Spearheaded international B2B business development campaigns, onboarding high-growth Solar and Roofing companies across the United States.
- **Offshore campaign orchestration:** Structured and launched outbound lead-gen, qualification, and remote sales campaigns for US solar clients, transitioning ops to an offshore Philippine team.

Roofers Capital — USA Roofing & Solar Leadgen

2018 — 2020

Senior Business Development & Sales Manager

- **Large-scale org leadership:** Directed a high-output sales division of 2 Sales Managers, 8 Supervisors, and 125+ Sales Reps.
- **Lead generation & campaign execution:** Delivered high-volume roofing and solar lead-gen services for US commercial and residential contractors.
- **Automated workflow design:** Implemented workflows and CRM routing that eliminated admin drag and kept frontline reps on high-intent conversations.

Primo Dialer

2016 — 2017

Head of Philippines Sales Team

- **International B2B SaaS sales:** Led the PH sales division offering cloud-based contact-center software and outbound dialing platforms to Solar, Roofing, and HVAC industries across the US and UK.
- **Consultative sales architecture:** Audited enterprise telephony workflows, reduced dropped-call rates, and implemented high-volume dialing solutions that lifted lead-conversion metrics.

EGS (Expert Global Solutions) / T-Mobile

2009 — 2015

Senior Technical & Sales Trainer

- **Curriculum & onboarding:** Designed multi-tiered technical training plans and care matrices, significantly improving retention and technical proficiency.