

ODION ADRIAN A.

Lagos, Nigeria (Open to Remote)

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TECH SALES PROFESSIONAL | BUSINESS DEVELOPMENT | SAAS & TECHNOLOGY SOLUTIONS

Results-driven **Tech Sales and Business Development professional** with experience selling **technology solutions, SaaS services, and IT infrastructure products** to global markets. Proven ability to **generate qualified leads, build high-value sales pipelines, and drive revenue growth** through strategic prospecting and relationship management.

Founder of **blockchain-based platforms** focused on digital governance and African export infrastructure, demonstrating strong capabilities in **product positioning, partnership development, and go-to-market execution**.

Experienced working with **US-based technology companies and remote global teams**.

CORE SALES SKILLS

B2B SaaS Sales | Lead Generation | Pipeline Development | Account Management
Cold Calling & Email Outreach | Sales Prospecting | CRM Management
Technology Solutions Sales | Client Needs Analysis | Negotiation & Closing
International Sales | Business Development | Strategic Partnerships

PROFESSIONAL EXPERIENCE

Sales / Business Development Representative (Contract)

Global Placers Solutions – Africa | Remote | 2023 - Present

- Generated qualified B2B leads through **cold calling, email outreach, and LinkedIn prospecting** targeting decision-makers across multiple industries.
- Built and maintained a **robust sales pipeline** by identifying new business opportunities and nurturing early-stage prospects.
- Collaborated with Account Executives to **schedule product demos and consultation meetings** with high-value prospects.
- Identified and developed **new business opportunities** in international markets for Global Placers' recruitment and talent placement services.
- Researched potential clients and industry sectors to **build targeted outreach strategies** for client acquisition.

Sales Development Representative (Contract)
INVAR Technologies Inc. – USA | Remote | 2023

- Technology consulting firm providing IT infrastructure and cybersecurity solutions.
 - Generated qualified leads for **IT infrastructure, cybersecurity, and digital transformation services**.
 - Conducted **cold outreach via calls, email campaigns, and LinkedIn prospecting**.
 - Identified client pain points related to **cybersecurity risks, network performance, and remote work infrastructure**.
 - Contributed to building a **strong pipeline of technology sales opportunities**.
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Partner Identification Manager (Contract)
Canauri™ – USA | Remote | 2022 – 2023

- Cybersecurity solutions provider.
 - Identified and developed **strategic technology partnerships** supporting cybersecurity service expansion.
 - Assisted organizations in understanding **cyber threat risks including ransomware, malware, and phishing attacks**.
 - Supported business development initiatives focused on **security technology adoption**.
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Sales Development Representative
Clipboard Health | Remote | 2021 – 2022

- Healthcare workforce technology platform, Managed **high-volume inbound and outbound sales calls** generating qualified leads.
- Built and maintained a **strong pipeline of prospects** through cold calling and email outreach.
- Identified client needs and recommended platform solutions to improve workforce management.
- Consistently supported sales targets through **relationship building and customer engagement**.

EDUCATION

- **Master's Degree – International Business**
The University of Salford
- **Bachelor of Science – International Relations**
Igbinedion University, Okada

TECH & SALES TOOLS

CRM Platforms | Sales Prospecting Tools | LinkedIn Sales Outreach
Email Automation | Data Reporting | Blockchain Technology