



Emil Halili

Top-Rated BPO & B2B Sales Executive · AI Automation Expert

Philippines · Remote · US & APAC

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[LinkedIn](#)

emil.halili@outlook.com

PROFESSIONAL SUMMARY

Top-Rated BPO & B2B Sales Executive with 17+ years driving revenue, building remote SDR/RevOps teams, and deploying AI + no-code automation across US, APAC, and Philippine markets. Specializes in GTM strategy, healthcare BPO, and AI-assisted sales enablement — from pipeline design to fractional growth leadership.

CORE COMPETENCIES

- AI RevOps & GTM Strategy
- Pipeline Growth & Channel Partnerships
- Healthcare BPO & DSO Patient Access
- CRM (HubSpot, Salesforce, GoHighLevel)
- Pre-Seed to Series A VC Partnerships
- AI Workflow Automation (n8n, Make, Zapier)
- Call Center / BPO Sales Operations
- Conversational AI (VAPI, ElevenLabs, CallView)
- Remote SDR Team Leadership (85+ reps)
- Lean Six Sigma Process Design

PROFESSIONAL EXPERIENCE

CallView AI

Aug 2025 — Present

Head of Business Development & Growth · United States · Philippines

- Leading business development and growth for an AI-assisted sales enablement platform.
- Building partnership channels and outbound motion across multiple B2B verticals.
- Designing GTM playbooks combining AI tooling with human coaching for compliant, high-quality conversations.

Tambayan PH

Jun 2022 — Present

Head of Business Development & Growth · Philippines

- Closed the VA-market skills gap by building a freelancer training camp; lifted graduate placement 150%.
- Deployed n8n + Airtable automation infrastructures for US healthcare and dental clients.
- Engineered conversational AI layers compressing overhead for consolidated medical networks by 30%.
- Integrated compliance and data-safeguard standards into automated patient engagement pipelines.

Appointmently

Aug 2016 — Present

Head of Business Development & Growth · Philippines

- Built efficient B2B appointment-setting infrastructure for remote markets.
- Spearheaded US-facing healthcare BPO sales and GTM strategies for multi-location DSOs.
- Scaled remote patient-access operations: chat, inbound sales, scheduling, and healthcare CRM.
- Deployed offshore back-office staffing — clinical admin and medical AP/AR bookkeepers.

Teamfy Labs

Jan 2021 — Present

Fractional CMO & Business Growth · United States · Hong Kong

- Engineered AI + no-code automation streamlining client operations.
- Delivered 30% reduction in operational cost and 50% productivity lift.

MyIntellects Inc.

Aug 2019 — Nov 2024

Business Development Manager · Clark Freeport Zone, PH

- Implemented structured deal pipeline and CRM-driven sales flow.
- Lifted sales conversion rates by 40% via follow-ups and performance reviews.

Roofers Capital

Mar 2018 — Jun 2020

Sr. BDM · Sales Manager · Philippines

- Led 500+ sales reps and 300+ CS reps with structured processes and coaching.
- Increased sales-team performance by 35% and customer acquisition by 20%.

Primo Dialler

Aug 2015 — Aug 2017

Head of BD & Sales — Philippines · Central Luzon

- Managed offshore call center operations and sales training programs.

EGS — Expert Global Solutions / T-Mobile

Feb 2009 — Aug 2015

Senior Technical Trainer · Philippines

- Designed and deployed enterprise training plans for technical and customer-care teams.
- Improved training ROI and technical proficiency across the organization.

EDUCATION & CERTIFICATIONS

Holy Angel University — Bachelor of Science

Jose Rizal University — Continuing Studies

Certifications

- Lean Six Sigma — Green Belt
- n8n Automation Specialist
- Lovable Developer

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