

Gabriel Sanabria

Revenue Operations & Solutions

Bogotá, Colombia · Open to remote opportunities

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PROFILE

3+ years in sales, growth and commercial operations, with recent AI implementation experience. Commercial operations professional with experience in consultative sales, CRM and lead-to-appointment conversion for remote U.S. and U.K. teams. I connect prospect qualification, follow-up and onboarding with clear processes and practical automation.

PROFESSIONAL EXPERIENCE

Sep 2024 — Mar 2026 · Remote, U.K.

Market Makers Enterprises

Instagram Marketing Manager & Social Funnel Specialist

Managed Airtable, AI-assisted content and DMs; contributed to **40%** higher engagement. **100M+** organic views across supported accounts (self-reported; period and account export unverified).

Jan–Apr 2025 · Remote, U.S.

Roof Genie

High-Ticket Sales Closer · Part-time

Handled scheduled sales calls on a part-time basis. Closed packages priced at **US\$1,500+** through consultative discovery, objection handling and CRM follow-up.

Jan–Apr 2025 · Remote, U.S.

GoodRec

Organic Growth & Sales Marketing Specialist · Independent engagement

Created organic content, local promotion and outreach campaigns for a sports marketplace; contributed to **30%** more registrations over two months.

Jul 2024–Feb 2025 · Remote, U.S.

RealtyGen

Real Estate Inside Sales · Appointment Setting

Completed **15,000+** homeowner calls, booked **100+** qualified appointments and supported agents on **12+** property listings. Maintained CRM records and pipeline follow-up.

Some engagements overlapped. Roof Genie was part-time, based on scheduled calls. Overlapping periods are not added together as separate years of experience.

EDUCATION & DEVELOPMENT

University of Málaga · Marketing and Market Studies, 2025–2026 (studies).

Independent learning and project work in applied AI, operational optimization and hotel sales workflows.

LANGUAGES

Spanish · Native / English · Professional working proficiency

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PROFESSIONAL EXPERIENCE — CONTINUED

Nov 2024–Feb 2025

MM Energy Innovations

Advertising Media Buyer · Independent engagement

Managed advertising media for solar lead generation.

Jun 2023–Jul 2024

Green Network

Solar Sales Representative

Solar lead qualification and appointment setting for commercial consultations.

Additional engagements · Individual dates not specified

Power Wave Solar / HD Innovation Group

Solar sales & CRM engagements

Lead qualification, appointment setting and CRM follow-up.

Apr–Aug 2022

H2O Wireless

Bilingual Customer Support & Upselling · Part-time

Customer support, retention and plan upgrades for U.S. customers.

INDEPENDENT PROJECTS

LXM · May 2025–Present. Independent projects focused on AI implementation and business outcomes. Business requirements and acceptance review; technical delivery supported by AI agents.

Since Jun 2026 · Case documented Sep 2026

IBUKU / LXM

Hotel reservation workflows

Defined requirements and acceptance criteria for a WhatsApp reservation assistant and catalog experience. Coordinated AI-agent work on n8n workflows, pricing consistency and conversation checks.

Sep 2026 · In development

Global Gestión

Corporate website redesign

Set the brief, factual-content and navigation requirements; coordinated agent-assisted implementation and local acceptance review. The team's local audit recorded **64 pages** and **22 redirects**.

CORE CAPABILITIES

Commercial practice: discovery, qualification, objection handling, onboarding, social selling; Meta Ads Manager, Google Sheets, Calendly and Notion.

Workflow & CRM: GoHighLevel, Airtable, HubSpot, Zapier; lead routing, SMS/email nurturing, appointment booking and pipeline management.

AI-assisted delivery: Codex, Claude, n8n/WhatsApp coordination, business requirements, acceptance criteria and review of test evidence.