

PORTFOLIO SUMMARY

Adam Alavi

Channel Sales & Partner Ecosystem Leader | Channel Ops Builder | AI Workflow Automation

I help partners, suppliers, and enterprise customers turn complex technology decisions into clear commercial outcomes across telecom, cloud, cybersecurity, UCaaS, CCaaS, SaaS, and AI-enabled workflows.

\$10M+	250+	15	2
Channel revenue delivered	Supplier ecosystem experience	Channel Ops applets	EmailPilot codebases

Channel Ops: 15-Applet Revenue Ecosystem

Signals: External Financial Signals, Compliance Triggers, Market Intelligence. Intelligence: Compliance Tracker, Public Company Opportunity Tracker, Opportunity Detection. Strategy: Partner Sales Planner GPT, Pipeline Forecasting, Partner Engagement Planning. Execution: EmailPilot Outreach Automation, RFP Response Pro, CRM Workflow Orchestration. Revenue Ops: Lead Verifier Pro, Lead Optimizer, Proposal & Follow-Up Assistant.

Built Systems & Applied AI Work

EmailPilot Pro: AI-powered Outlook/email productivity system spanning a Windows tray agent, prompt management, classification, prioritization, summaries, reply generation, analytics, and a newer client/server Pro architecture.

Google AI Studio Apps: Lead Verifier Pro and Lead Optimizer workflows for enriching data, updating contacts, improving prospect quality, and helping teams engage more confidently.

Channel Ops / ChannelOS: Signal-driven revenue architecture connecting external market/compliance triggers, intelligence workflows, partner sales planning, outreach execution, RFP response, and CRM orchestration.

AI Consulting & Training: AI assistant architecture, productivity analytics, RAG design, and practical sales-team training agendas focused on responsible adoption and workflow value.

Target Roles

Channel Manager, Partner Development Manager, Partner Alliance Manager, Enterprise AE, cloud/security/SaaS ecosystem roles, UCaaS/CCaaS partner roles, and technology advisory roles.

Contact

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