

ROGER MORETTI

Enterprise Sales & Revenue Operations Leader

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Target roles: Enterprise Account Executive, Sales Manager, Director of Sales, RevOps Lead. **Remote:** US Eastern business hours (09:00 - 17:00 ET), UK and EMEA. **Notice:** 30 days. **Engagement:** Employer of Record or international B2B contractor.

PROFESSIONAL SUMMARY

B2B sales leader who builds his own revenue infrastructure. 5+ years across B2B sales, customer success and revenue operations, including enterprise sales execution and sales leadership. I run consultative, C-suite sales cycles across international markets and design the CRM, data and automation stack behind them, including custom CRM platforms on Supabase/PostgreSQL, n8n webhook pipelines and AI lead routing. Bilingual in English and French.

KEY ACHIEVEMENTS

- Reduced lead response time from 4 hours to under 8 minutes and increased pipeline conversion velocity by 35% by replacing Odoo with a bespoke CRM (CubiQ Global).
- Closed a multi-year corporate relocation contract at \$45,000 USD ACV and structured corporate account proposals worth \$120,000+ USD.
- Grew an active corporate pipeline by 25% in 6 months through C-suite outbound prospecting (AGS Relocation).
- Maintained 98% on-time delivery across a network of 20+ international logistics partners (AMOOV) and 92% client onboarding completion (CubiQ Global).

PROFESSIONAL EXPERIENCE

Co-Founder & Director of Sales and Customer Success

CubiQ Global | Nov 2025 - Present

- Lead go-to-market strategy, enterprise account acquisition and customer success for an international move-coordination platform.
- Closed a multi-year corporate relocation contract at \$45,000 USD ACV.
- Manage and mentor a 3-person cross-functional team across sales execution, SDR outreach and customer onboarding.
- Engineered and deployed a bespoke CRM to replace Odoo, with automated lead parsing and routing by destination corridor, deal size and language. Reduced lead response time from 4 hours to under 8 minutes and increased pipeline conversion velocity by 35%.
- Migrated 500+ active client and partner records from Odoo with zero data loss.
- Maintain a 92% client onboarding completion rate across international corporate corridors.
- Lead multi-stakeholder negotiations and trade relations with business chambers, including FSACCI and BCCSA.

Founder, Managing Director & CTO

Meridian Digital Global | May 2026 - Present

- Direct technical architecture and commercial strategy for business clients that need bespoke CRM infrastructure and AI workflow automation.
- Build custom database schemas in Supabase/PostgreSQL and automated n8n webhook pipelines that remove off-the-shelf CRM constraints.
- Design AI-assisted lead parsing, scoring and document intake workflows with human approval gates.

Internet Sales Consultant (Short-Term Insurance)

OUTsurance / Youi Insurance | Jul 2026 - Present

- Conduct high-volume inbound consultative sales across personal and commercial short-term insurance lines under FAIS regulatory standards.
- Consistently maintain top-tier weekly quote-to-close conversion through rapid risk evaluation, active objection handling and policy structuring.

Founder & Managing Director

Sentinel Capital Group | May 2026 - Present

- Provide corporate governance, asset structuring and strategic oversight for family holding assets and investment vehicles.

Operations Liaison & Vendor Success

AMOOV | Oct 2024 - Jan 2026

- Oversaw an international network of 20+ logistics partner accounts, operational SLAs and partner performance across European and African relocation corridors.
- Resolved supply-chain bottlenecks and maintained a 98% on-time service delivery rate across corporate relocation programmes.

Corporate Sales Executive

AGS Relocation | May 2024 - Nov 2024

- Managed B2B client acquisition, corporate account pitching and global relocation contract proposals for multinational clients.
- Expanded the active corporate pipeline by 25% within 6 months, moving beyond legacy inbound with LinkedIn Sales Navigator multi-touch sequences, direct executive cold outreach and regional trade chamber networking.
- Structured corporate account proposals totalling \$120,000+ USD.

Internet Sales Consultant (Short-Term Insurance)

OUTsurance / Youi Insurance | Aug 2023 - May 2024

- Delivered high-volume inbound consultative sales for personal and commercial short-term insurance under FAIS regulatory standards.
- Maintained top-tier weekly quote-to-close conversion through rapid risk evaluation and objection handling.

Property Manager

Empire Group | Jan 2021 - Aug 2023

- Managed a full operational portfolio of 200+ residential rental units, including lease agreements, tenant relations and insurance claims.
- Directed maintenance operations, contractor allocation and emergency repairs while maintaining 95%+ occupancy.

SKILLS

Commercial & Strategy: Consultative B2B Sales, Pipeline Architecture, C-Suite Negotiation, Enterprise Account Management, Customer Success & Onboarding, Discovery & Demos, Proposal & Contract Structuring, Team Leadership & Coaching, LinkedIn Sales Navigator, Regulated Sales (FAIS), English & French (bilingual).

Engineering & RevOps: Odoo CRM (migration), Supabase, PostgreSQL (schema design, RLS), n8n Automations, Zapier, Webhooks & APIs, AI Lead Parsing & Scoring, Lead Routing & SLA Alerts, Next.js / TypeScript.

Core areas: Enterprise Sales & Growth Execution, Revenue Operations & Workflow Automation, Global Mobility & Vendor Success.

EDUCATION & CREDENTIALS

- FIDI E-Learning Academy Certification: International Relocation & Operational Logistics Standards
- Matriculation Certificate, Double Distinction in French

LANGUAGES

English (native), French (bilingual)

AVAILABILITY

Available for full-time remote roles with 30 days' notice. Current ventures (CubiQ and Sentinel) move to a passive shareholder / advisory capacity on engagement, with full-time operational focus dedicated to the hiring company.