

# Drilon Fetiu

## Sales Operator & Acquisition Specialist

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### Summary

Revenue-focused sales operator with 6+ years of experience in high-volume outbound sales, acquisitions, and pipeline management. Built my career from cold caller to Head of Sales at HomeX Virtual Agency, where I operated as the sole acquisition specialist backed by a 6-person lead team across 2 U.S. states — executing **120+ successful contracts** and generating **\$1.2M+ in profit** for the client through flips, novations, and wholesale deals, with the portfolio still actively holding **30+ properties** today (SFR, multifamily, and apartment buildings up to 63 units). Industry-flexible — my core strength is sales, deal-making, and building systems that make revenue repeatable. Active forex trader since 2018 with a focus on algorithmic strategy development.

**\$1.2M+**

Client Profit

**120+**

Contracts Closed

**16+**

Campaigns Run

**100+**

Fiverr Reviews

### Experience

#### Head of Sales

##### HomeX Virtual Agency

Late 2019 — March 2026

*Cold Caller → Lead Manager → Acquisition Specialist → Head of Sales*

- Progressed through every role in the sales pipeline over 6+ years — starting as a cold caller, moving into lead management, then acquisitions, and ultimately leading the entire sales operation
- Led and coordinated **16+ client campaigns** across real estate wholesale, solar, and B2B verticals, each with unique lead types, scripts, CRM setups, and market conditions
- As the **sole acquisition specialist supported by 6 agents covering 2 U.S. states**, personally closed deals that generated **\$1.2M+ in profit for the client** — executing **120+ successful contracts** through flips, novations, and wholesale transactions, with the portfolio still actively holding properties today
- Worked pipelines containing **30+ properties at any given time** spanning single-family, multifamily, and large apartment complexes up to 63 units, with multiple large buildings in the mix
- Built full acquisition teams from the ground up — designed the handoff structure between cold callers, lead managers, and closers with clear accountability at each stage
- Ran **1,000+ outbound dials per day** using Mojo multi-line dialer during cold calling and lead management phases, consistently converting cold and aged leads into qualified opportunities
- Designed and built custom CRM environments in **Podio** — including automated follow-up sequences, lead scoring logic, status tracking, and full disposition workflows tailored to each client
- Developed internal KPI dashboards, QA scoring rubrics, and structured training programs covering sales psychology, objection handling, and real estate fundamentals
- Handled full-cycle acquisitions: running seller calls, pulling comps, estimating ARV and repair costs, structuring cash and creative offers, and executing contracts through **DocuSign**

#### Sales Representative

##### Main Marketing

2018 — 2019

- Worked at a sales-driven company focused on investment products, sourcing and qualifying potential investors through outbound cold calling
- Developed strong foundations in high-pressure phone sales — navigating conversations around capital, risk tolerance, and financial decision-making with high-net-worth prospects
- Built the outbound sales muscle and conversational discipline that became the backbone of my real estate acquisitions career

#### Top Rated Seller

##### Fiverr

- Built a Fiverr profile to **Top Rated Seller status with over 100 five-star reviews**, offering cold calling, outbound lead generation, and virtual assistant services primarily to U.S.-based clients
- Stood out in one of the most saturated categories through consistent delivery speed and quality — leading to long-term retainer relationships with multiple clients

## Forex Trader

### Independent - Side Activity

2018 — Present

- Active side trader since 2018, primarily focused on **XAUUSD (gold)** and major forex pairs — trading through multiple market cycles including COVID volatility, rate hikes, and geopolitical swings
- Transitioned from discretionary trading into algorithmic development — building custom **Expert Advisors in MQL5** for MetaTrader 5, with 30+ iterations refining signal logic, risk parameters, and execution models
- Hands-on with the full strategy lifecycle: writing code, running backtests, optimizing parameters through walk-forward analysis, and deploying live on funded accounts

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## Projects

### OPSYNC

*Concept / In Development*

A concept for a unified operating system for service businesses — replacing the typical patchwork of CRMs, spreadsheets, and disconnected tools with a single platform handling client management, agent performance tracking, AI-assisted workflow optimization, and automation. Currently in the design-mapping phase, informed by years of building these systems manually.

### AurelianEA

*Algorithmic Trading*

Custom-built Expert Advisor for MetaTrader 5, designed to trade XAUUSD and forex pairs algorithmically. Ported from a Pine Script strategy into MQL5 through 30+ iterations — tackling BOS signal logic, execution model differences, filling mode detection, and multi-engine architecture. Includes aggressive risk variants for high-frequency gold setups.

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## Skills & Tools

### Sales & Closing

High-volume cold calling (Mojo), lead qualification, objection handling, seller negotiations, deal structuring, appointment setting, full-cycle acquisition closing

### Operations & Systems

Custom CRM design (Podio), KPI dashboards, QA systems, pipeline architecture, team training, workflow design, process automation

### Tools & Platforms

Podio, Mojo Dialer, DocuSign, Time Doctor, MetaTrader 5, MQL5, Google Sheets, Slack, various CRMs

### Trading & Development

Forex trading (XAUUSD, majors), MQL5/Pine Script algo development, backtesting, parameter optimization, risk management