

SHAHRUKH MAJEED

AI Automation Engineer & GTM Systems Architect

CONTACT

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Remote, US hours experienced

IMPACT

30+	BUSINESSES SCALED
8+	INDUSTRIES SERVED
3	CONTINENTS SERVED
\$1M+	CLIENT REVENUE GENERATED

CORE SKILLS

AI / LLM

- Claude API
- GPT-4
- AI Agents
- Chatbots
- Voice Agents
- Prompt Engineering

Automation

- n8n (Verified Creator)
- Make.com
- Zapier

CRM & Data

- HubSpot
- Salesforce
- GoHighLevel
- Airtable

GTM & Outbound

- Apollo
- Instantly
- Lead Scoring

Programming

- JavaScript / Node.js
- Python
- REST APIs

EDUCATION

BS, Software Engineering
2020 – 2024

CREDENTIALS

n8n Verified Creator
Published, platform-verified
automation workflows

SUMMARY

Automation and AI systems engineer with 4+ years designing, building and maintaining production automation, AI and GTM systems for B2B companies. Own the full lifecycle of every system from architecture through deployment to long term reliability, across n8n, Make, Zapier, custom API integrations and Claude/GPT-4 powered AI agents. Work spans outbound lead generation, CRM and data infrastructure, marketing automation and AI personalization, not a single narrow lane. Delivered systems for 30+ businesses across 8+ industries and 3 continents, including an 83% labor cost reduction, a 1,200% revenue increase and a \$74,000 outbound win in 45 days.

EXPERIENCE

AI Automation Engineer & GTM Systems Architect Sep 2023 – Present

Marketing By Professionals, Remote, clients in US, EU and Middle East

Architect, build and maintain automation, AI and GTM systems for B2B clients end to end, owning reliability and performance after launch, not just initial delivery.

- Own CRM and workflow architecture across GoHighLevel, HubSpot, Salesforce, Zapier, Make and n8n for 50+ B2B clients, including post launch monitoring and fixes when upstream APIs or data structures change
- Redesigned Davinchi.io's social media operations with custom AI systems, cutting their team from 30 virtual assistants to 5 while increasing output, an 83% labor cost reduction saving roughly \$150K annually
- Took a content production client from \$5K to \$65K in monthly recurring revenue through an automated sales and lead generation system, a 1,200% increase adding \$720,000 in annual revenue with zero additional headcount
- Built an autonomous AI outbound lead generation system for Galax Media that closed \$74,000 in new business in 45 days from 60+ qualified leads, running with minimal oversight after launch
- Delivered end to end operational automation and a custom Shopify storefront for Mecimart in Sweden, growing them from \$8K to \$25K a month in 5 months, a 212% revenue increase, while eliminating 15+ hours of manual work weekly
- Engineered an automated meeting generation system for GreatNash producing 43 qualified meetings at a 25% close rate against a 10 to 15% industry average, closing 11 deals worth \$50K+
- Designed a four question reasoning framework for AI cold email personalization, solving batch convergence across stateless LLM calls
- Built a product catalog automation system for Leen Web managing updates across 10,000+ SKUs, replacing a fully manual process

AI Automation Consultant Jan 2025 – Sep 2025

Scoodia, Remote (Stockholm County, Sweden based client)

- Implemented AI driven workflow automation and CRM/data integrations for client operations, including onboarding automation and multi tool pipelines across n8n, Make, APIs and webhooks

Freelance AI Automation Engineer Feb 2022 – Present

Self Employed, Remote

- Take on AI automation and AI agent projects for freelance and repeat clients outside primary agency work, covering system design, build and handoff
- Build custom AI agents and automation workflows using n8n and Claude across industries, from single workflow builds to full outbound and CRM systems