



# Rana M Waqas

GTM ENGINEER

## SKILLS

- B2B Lead Generation
- Python
- Google App Scripts
- Marketing Automation
- Go High Level, Make, N8N
- Clay
- Instantly, Smart Lead
- LinkedIn Lead Generation

## LANGUAGES

English  
Urdu

## PROFILE

I'm Rana Muhammad Waqas, a Growth & Marketing Strategist specializing in Go-To-Market (GTM) strategies, helping businesses launch, scale, and dominate markets through data-driven systems, automation, and intelligent lead generation.

## EXPERIENCE

### Pearl Lemon Group

Lead Generation Manager  
2019 - 2021

### Voiso

Growth & Marketing Manager  
2021 - 2023

### Seedhub Media

GTM Engineer  
2024 - 2025

## CONTACT



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Respected

I'm Rana Muhammad Waqas, a Growth & Marketing Strategist with strong expertise in building automation systems, Go-To-Market (GTM) strategies, and lead generation frameworks. My work focuses on developing scalable solutions that connect marketing, data, and technology for measurable growth.

## My core skills include:

- SEO & Digital Marketing Strategy
- Go-To-Market Planning & Execution
- Lead Generation & Outreach Automation
- Email Verification & Deliverability Optimization
- CRM Integration & Workflow Automation
- FastAPI / Flask Backend Systems
- UI/UX Planning & Web Optimization
- Google Sheets & API Scripting (Apps Script, Zapier, Make)
- SaaS Product Development & Data Analytics

I lead multiple projects through SeedHub Media, Elf Owls LLC, and Bounso — an AI-powered email verification and automation platform designed to help marketers achieve cleaner data and better conversions.

With hands-on experience in strategy, automation, and execution, I specialize in turning complex marketing systems into efficient, growth-focused processes that deliver results.

Rana Muhammad Waqas