Sumit Nautiyal

VP, GTM Engineering & RevOps Operations – DevCommX

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PROFESSIONAL SUMMARY

GTM Engineer & RevOps leader specializing in AI-powered outbound systems, Clay automation, multi-channel demand

generation, and end-to-end GTM engine design. Built scalable systems generating 300+ meetings/month using Clay,

Smartlead, Apollo, n8n, and HubSpot for teams across the US, Middle East, Europe, and India.

CORE SKILLS

• Clay Automation (Advanced) • RevOps & CRM Architecture • AI SDR Systems • n8n Workflows

• ICP Modeling • Data Enrichment • Lead Scoring • Multi-Profile LinkedIn Engines

• Email Infrastructure • Deliverability • ABM • WhatsApp + LinkedIn + Email Sequencing

EXPERIENCE

DevCommX – VP, GTM Engineering & RevOps (Full-time)

Dubai/UAE & Remote • 01/24 – Present

- Built AI-powered GTM engines generating 300+ meetings/month.

- Designed Clay-powered enrichment, scoring & automation workflows.

- Built multi-profile LinkedIn posting engines for 7–9 team members.

- Automated full outbound stack: Email, LinkedIn, WhatsApp, AI video SDR.

Growth & GTM Systems Lead (Full-time)

India • 06/22 – 12/23

- Led outbound & inbound GTM strategy for SaaS/IT companies.

- Built RevOps dashboards, CRM systems, and automated enrichment flows.

Head of Marketing & Automation (Full-time)

India • 01/20 – 06/22

- Owned campaign execution, demand gen workflows, automation systems.

GTM Specialist – SaaS & IT Services (Full-time)

India • 06/17 – 12/19

- Ran outbound, lead gen engine, and ICP-based segmentation projects.

TESTIMONIAL HIGHLIGHTS

"Sumit builds GTM systems that operate like software. He transformed our entire outbound engine." – Founder

"His Clay workflows doubled our meetings across multiple accounts." – Sales Leader

EDUCATION

Bachelor's Degree – Business & Technology (Details available upon request)

CERTIFICATIONS

Clay Academy – GTM Engineering (In Progress)

HubSpot RevOps & Automation Certifications

LOCATION & WORK PREFERENCES

Hybrid / Remote. Open to US, Middle East, Europe, India.

Fractional, contract, GTM engineering retainers, RevOps transformation projects.