

Akinkunmi Gafar

GTM Engineer building data infrastructure, automation systems, and revenue operations that scale. See case studies at gafarops.com

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Technical Stack

- Clay
- Python
- n8n
- HubSpot
- Make
- Apollo
- BigQuery
- EmailBison
- HeyReach
- GlockApps
- Salesforce

Core Expertise

- Data infrastructure & list building
- CRM enrichment & organization
- Workflow automation
- Outbound system setup

Key Results

- 500K+ healthcare orgs mapped (saved thousands vs providers)
- 4M local businesses database (3 countries)
- 1200+ meetings booked
- 1.5K leads generated

Certifications

- Clay Certified (2025)
- CS Ops, Gainsight (2025)
- RevOps, Revenue Wizards

Featured Projects

Coverflex | GTM Ops

November 2025 - Present

- Built 4M local businesses database across Italy, Portugal, and Spain.
- Organized 200K+ CRM records using Clay and HubSpot API.

HighTicket Agency | GTM Engineer

February 2025 - Present

- Built custom Python scrapers extracting 500K+ healthcare organizations with their EHR systems, saving thousands vs third-party providers.
- Built automated campaign generating average of 60 recruitment leads per month.
- Developed hyper-accurate list building system (90%+ accuracy) for enterprise clients.
- Built custom EmailBison MCP for the team.
- Maintained 12 active clients with zero churn.

ViewMovement | GTM Engineering

June 2025 - October 2025

- Generated 1.5K leads in 5 months.

Employment

Cold Email Hackers | Campaign Manager

June 2024 - January 2025

- Developed outbound strategies using Clay, Heyreach, and Smartlead.
- Managed 7 clients; retained 6 through departure.

Cold Email Hackers | Reply Manager

January 2024 - June 2024

- Managed shared inboxes for 12 clients.
- Booked 970+ meetings through personalized responses and lead qualification.
- Contributed to MRR growth from 20K to 80K; promoted to Campaign Manager.

Talentstream | Business Development Rep

May 2023 - December 2023

- Sent 50+ personalized outreach emails daily; maintained 12% reply rate and averaged 7 qualified meetings monthly.

Interpocket | Founder

March 2022 - April 2023

- Built and launched payment platform; onboarded 3,000+ users and processed ₦80M+ in transactions.
- Recruited 4-person team, secured partnerships, and successfully exited to Opolo Global.

Education

B.Sc. Civil Engineering

University of Ibadan, 2019 - 2023