

Bivek Raj Shakya

Go-To-Market Engineer | Revenue Systems & Automation

Kathmandu, Nepal | shakya838@gmail.com | +977 9863481133 | linkedin.com/in/bivek-shakya

SUMMARY

GTM Engineer building outbound and lifecycle systems (automation, enrichment, sequencing, analytics). Multi-client delivery experience; trained new hires; shipped revenue-impacting email automation.

SKILLS

GTM & RevOps: Outbound systems, lead enrichment, sequencing, deliverability, lifecycle/email automation, analytics, client delivery

Tools: Instantly.ai, Clay.com, Apollo, n8n, Serper, D7, Klaviyo

Tech: Python, JavaScript, SQL, APIs, Prompt engineering, OpenAI APIs

EXPERIENCE

GTM Engineer | StackOptimise

Remote (UK) | Nov 2025 - Present

- Build and maintain GTM automation workflows across sourcing, enrichment, and outbound execution.
- Create repeatable outreach playbooks (segmentation, sequencing, tracking) aligned to ICP and revenue goals.

GTM Engineer | Email Outreach Company

Remote (US) | Jul 2025 - Nov 2025

- Owned GTM delivery for 4-5 clients simultaneously; ran weekly performance iteration on outbound systems.
- Trained 2 new hires on tooling, workflows, and client execution standards.

Email Marketing Manager | Sān Wellness

Remote (UK) | Apr 2023 - Dec 2023

- Built core email automation flows and campaigns; email contributed 44% of total revenue.
- Owned segmentation and reporting to improve retention and repeat purchases.

LEADERSHIP & EDUCATION

IT Head, Leo Club of Kathmandu Agrani (Jun 2024 - Present) | Member, GTM Nepal (Mar 2025 - Present)

BCA, Tribhuvan University, Nepal | GPA: 3.42/4.0 (as of 6th semester)

CERTIFICATIONS

Intermediate Python (DataCamp); Introduction to Data Science (DataCamp); Foundations of UX Design (Google); Cisco IT Essentials (Cisco Networking Academy).