

# Bivek Raj Shakya

## Go-To-Market Engineer | Revenue Systems & Automation

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### SUMMARY

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

### SKILLS

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**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

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#### 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

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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

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