

RAHI UPPAL

India (Open to Remote)

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SUMMARY

n8n Workflow Architect and GTM Automation Engineer specializing in building **event-driven, production-grade workflow systems**. Experienced in designing end-to-end automation pipelines across **lead capture** → **enrichment** → **routing** → **multichannel outreach** → **CRM sync** → **reporting** using **n8n (cloud & self-hosted)**. Strong in **API integrations, workflow orchestration, and data-layer design** (deduplication, normalization, truth systems). Applies **LLMs within n8n workflows** for enrichment, personalization, and decisioning.

CORE SKILLS

Automation & Orchestration: n8n (Cloud/Self-hosted), Workflow Design, Triggers, Webhooks, Error Handling, Retry Logic, Scheduling

GTM Systems: HubSpot, Lead Routing, Lifecycle Stages, CRM Hygiene, Attribution Tracking

Tools & Integrations: Smartlead, HeyReach, Clay, Apollo.io, LinkedIn Automation, WABA

APIs, Data & AI: REST APIs, JavaScript (n8n Function Nodes), Python, SQLite/PostgreSQL, LLM Prompting

EXPERIENCE

Amply (Google-backed)

AI Automation Engineer (n8n / GTM Systems)

Hybrid

Sep 2025 – Present

- Architected and deployed **20+ production-grade n8n workflows** integrating CRM, outreach tools, calendars, and internal systems via APIs/webhooks.
- Designed a centralized **SQLite data layer** connected with n8n workflows for **deduplication, state management, and orchestration**.
- Built **event-driven automation pipelines** for lead routing, enrichment, task creation, and follow-ups with **error handling, retries, and logging**.
- Developed **multi-channel orchestration workflows** (LinkedIn + cold email) improving sequencing consistency and targeting precision.
- Increased profile traffic from **10** → **100 visits/day** via optimized outbound automation systems.

GrowthJockey

Product Associate – AI Automation

Gurugram, India

Feb 2025 – Sep 2025

- Built a **cold outreach automation system powered by n8n**, integrating lead sourcing, enrichment, and email sequencing.
- Designed a **high-deliverability email pipeline** with automated triggers, domain rotation, and warm-up coordination.
- Engineered a **WhatsApp automation system using n8n + WABA APIs** for event-based messaging and analytics tracking for EV manufacturer.
- Reduced outreach and messaging infrastructure costs by **90%** through workflow optimization.
- Created reusable **n8n workflow templates and automation playbooks** to standardize GTM execution.

Varidus

Startup Advisor (Data & Automation)

Remote (Singapore)

Nov 2024 – Mar 2025

- Built automation workflows for **lead research and enrichment pipelines**.
- Developed a **Looker Studio dashboard** analyzing 4,500+ YC startups to support strategic decisions.

ENTREPRENEURIAL EXPERIENCE

Traway

Co-founder & Operations Analyst

Srinagar, India

Dec 2022 – Jul 2024

- Designed internal **automation processes** for operations and customer handling, reducing manual workload.
- Scaled platform to **2,000+ customers** and **1.7M annual revenue**.

SELECTED N8N WORKFLOWS

- Lead enrichment + scoring pipeline (Apollo + Apify + Clay + OpenAI)
- Multi-channel outbound orchestrator (Smartlead + Custom LinkedIn)
- CRM sync + deduplication engine (HubSpot + SQLite)
- WhatsApp event-triggered automation system (WABA + n8n)

EDUCATION

National Institute of Technology, Srinagar

B.Tech, Mechanical Engineering

India

Oct 2021 – Jun 2025 — CGPA: 8.12/10