Jazil Tariq

GTM Engineer · n8n, Clay, HubSpot, lemlist, Claude

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PROFILE

GTM engineer who builds the systems behind pipeline. I find buyers from Clay signals, score them against the ICP, reach them with email and LinkedIn in lemlist, let Claude read every reply and route it to the right rep fast, and keep HubSpot clean enough for leadership to trust the numbers. Everything is wired in n8n with validation, deduplication, retries, audit logs and Slack alerts, and built with Claude Code through MCP. Computer Science student.

PORTFOLIO

https://jazil-tariq.pages.dev · Case studies for every system below: architecture, node-by-node logic, guardrails and results.

SELECTED RESULTS

19 n8n workflows built for outbound, CRM, reporting and ops	**3** flagship systems with 16, 22 and 24 nodes of logic	**10** reply categories Claude sorts every reply into	**2** systems running on a weekday schedule

EXPERIENCE

Independent GTM Engineering Projects

2024 – Present

Systems built for B2B outbound teams in my own n8n workspace. I design, build and document each one end to end, and can demo any of them live.

Signal-Based Outbound: Email + LinkedIn — Clay · Claude · HubSpot · lemlist API · n8n

- 16-node pipeline: scores Clay buying signals (job change, funding, hiring) on a 0–100 ICP model, then checks HubSpot so customers and open deals are never cold-contacted.
- Claude writes the LinkedIn note and email opener; a code quality gate blocks banned phrases, links, placeholders, notes over 280 characters and low-confidence copy, and sends held copy to Slack for review.

Reply Intelligence: AI Reply Triage — lemlist · Claude · HubSpot · Slack · n8n

- 24-node real-time triage: Claude sorts every reply into 10 categories. Hot replies get a HubSpot deal, a 1-hour task and a Slack alert with a suggested answer.
- Out-of-office and "not now" leads are paused with a follow-up task on the return date, referrals become contacts, and opt-out wording always overrides the AI label.

GTM Engine: Score, Enrich, Route, Engage — Clay · HubSpot · lemlist · n8n

- 22-node weekday engine: cleans and scores leads 0–100 with written reasons, sends missing-email leads to Clay, syncs ready leads to HubSpot and routes tiers A/B/C to different sequences.
- Logs a daily KPI row (tiers, missing emails, average score). A reply opens a deal and a 2-hour task.

Speed-to-Lead Router — Running every weekday

Validates emails, checks HubSpot, scores intent and fit 0–100 and routes to customer, hot, warm, nurture or disqualified, with a full audit log.

Clay to HubSpot Lead Sync · HubSpot CRM Hygiene Guard — Clay · HubSpot API · Slack · n8n

Secured webhook that creates contacts or fills only empty fields, so nothing is duplicated or overwritten. A weekly audit scores CRM health against a written data standard, applies safe auto-fixes and posts the scorecard to Slack.

Also built: Cold Email Deliverability Monitor (daily SPF, DKIM, DMARC and MX checks), Weekly GTM Pipeline Report (Claude-written summary to Slack and email), AI Account Research Agent, Churn Shield, and AI workflows for invoices, support triage, CV screening, competitor monitoring and content repurposing.

SKILLS

Lead gen & enrichment	ICP definition, buying-signal targeting, 0–100 and A/B/C lead scoring, Clay waterfalls for email, title, company size and tech stack.
CRM & data	HubSpot properties, lifecycle stages, deal pipelines, ownership and routing; validation, dedup, fill-blank-only upserts, retries and logging.
Outbound & AI agents	Email and LinkedIn sequences, signal-based first lines, reply handling, SPF/DKIM/DMARC; Claude agents for research, copy and reply classification with structured output and prompt-injection guards.
Automation & reporting	n8n triggers, webhooks, branching, error handling and alerts; pipeline and CRM-health reports to Slack and email; SOPs and runbooks.
Tools	n8n, Clay, HubSpot (API), lemlist (API), Claude Code (MCP), Slack, Gmail, Google Sheets, Make, Zapier, REST APIs, JavaScript.

EDUCATION

BS Computer Science · Islamic University, Islamabad — 2024 – Present