

# ATUL KUMAR SINGH

AI Automation Engineer | Workflow Developer | LLM Integration Specialist

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## PROFESSIONAL SUMMARY

AI Automation Engineer with proven experience designing and deploying production-grade n8n workflow systems and LLM-powered pipelines. Specializes in connecting APIs, AI models, and business tools to eliminate manual operations and deliver measurable outcomes. Built end-to-end systems across B2B lead intelligence, AI-driven content generation, automated sales outreach, and multi-platform publishing. Brings a rare combination of technical execution, business process understanding, and communication clarity — developed through a transition from content engineering into AI automation.

## TECHNICAL SKILLS

<b>Automation</b>	n8n (Advanced), Multi-step Pipelines, Webhook Triggers, Conditional Routing, Error Handling, Scheduled Workflows
<b>AI &amp; LLM</b>	OpenAI API, Claude API, Prompt Engineering, LLM Chaining, Dual-stage Pipelines, AI Agent Design, LangChain (learning), RAG Architecture (learning)
<b>APIs &amp; Data</b>	REST APIs, OAuth 2.0, JSON Transformation, Airtable (Advanced), Google Sheets, Python (automation scripting — active)
<b>Tools &amp; SaaS</b>	Firecrawl, Serper, Tavily, Apollo, Instantly, SalesHandy, Zoho CRM, Freepik Seedream, Buffer, Reddit RSS, SharePoint, WhatsApp Business API, Browserless
<b>Awareness</b>	Vercel, Vector Databases, Agent Orchestration Patterns, RAG Pipelines, MCP Protocol

## WORK EXPERIENCE

### AI Automation Engineer · Smartbox Lockers · Aug 2025 – Apr 2026

- VIBE Marketing Engine** - Architected a 7-workflow interconnected automation system for end-to-end AI-powered social media marketing. Includes a content intake dashboard, dual-stage LLM copy generation, platform-specific formatting for LinkedIn, Instagram, Facebook, X, YouTube, and Blog, an iterative human review and revision cycle, a designer asset request dashboard with Freepik Seedream image generation, a designer review and approval loop, manager-level final approval with cross-platform repurposing, and a scheduled multi-platform publishing workflow. Reduced content creation time from 4 hours to under 15 minutes per post.
- B2B Lead Intelligence & Signal Engine** - Three-part research automation: (1) user configures entity type, location, and search intent via a form; (2) pipeline fires Serper queries, scrapes top URLs using Firecrawl and Browserless, collects Reddit signals via RSS, and uses LLM summarization to extract insights — all stored in Airtable; (3) an investigator workflow groups URLs, runs LLM analysis to identify target entities, and generates a structured signal report for human review.
- Dynamic Email Writer** - Personalized outreach engine that scrapes a lead's LinkedIn profile, company LinkedIn page, and website, then generates a fully context-aware sales email and pushes it to Instantly for campaign sequencing. Scaled to hundreds of personalized emails — eliminating the need for manual research per lead.
- Infrastructure & Data Architecture** - Managed Airtable as the single source of truth across all systems (40+ fields, formulas, triggers, status workflows). Integrated 8+ REST APIs with OAuth 2.0, rate limiting, and structured error recovery.

### n8n Specialist (Freelance) · Digital Media Sapiens — Dubai · Jul 2025 – Aug 2025

- WhatsApp Lead Qualification Agent** - Built an always-on AI lead qualification system for a digital marketing agency. When a prospect messaged the agency's WhatsApp number (placed on ads), the agent greeted them, ran a structured qualification conversation, and stored the full conversation history and lead data in Google Sheets for sales rep follow-up and prompt retraining. Built on n8n, WhatsApp Business API, OpenAI, and Google Sheets. Deployed to production — ensuring zero missed inbound leads outside business hours.

**SEO Content Writer** · Houzeo India Pvt Ltd · Jan 2024 – Jul 2025

- Wrote SEO-optimized articles and JSON-structured landing pages for a US-based real estate technology platform.
- Used and contributed to n8n-based blog QA automation within the content team; gained early exposure to workflow automation in a production environment.
- Implemented AI-powered grammar, fact-checking, and SEO optimization workflows; led QA and documentation for internal AI content pipelines.

**Content Editor / Developer** · Phistream Consulting & KidsChaupal · Jun 2022 – Dec 2023

- Edited daily newsletters for a prominent government PSU; produced weekend features on technology, culture, and sports.
- Developed social media, marketing, and podcast content; managed community engagement and coordinated content pipelines across platforms.

**KEY PROJECTS AT A GLANCE**

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Project	Stack	Outcome
VIBE Marketing Engine	n8n, OpenAI, Claude, Airtable, Freepik, Buffer, LinkedIn API	4 hrs → <15 min per post; end-to-end AI publishing
B2B Lead Intelligence Engine	n8n, Serper, Firecrawl, Browserless, Reddit RSS, GPT-4o-mini, Airtable	Automated prospect discovery + LLM signal reporting
Dynamic Email Writer	n8n, Firecrawl, OpenAI, Instantly	Hundreds of personalized outreach emails at scale
WhatsApp Lead Agent	n8n, WhatsApp Business API, OpenAI, Google Sheets	24/7 inbound lead qualification; zero missed leads

**EDUCATION**

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**B.Tech, Mechanical Engineering** · KIET, AKTU · 2017

**CONTINUOUS LEARNING**

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**Prompt Engineering** — LinkedIn Learning (2024)    **n8n Workflow Automation** — Community & Project-based (Self-directed)

**Python for Automation** — Active self-directed track    **Google ML Crash Course** — Ongoing