

AYODEJI AWOPEJU

AI Agent & n8n Automation Specialist
Make.com · GoHighLevel · Airtable · Zapier

Lagos, Nigeria | awopejuayodeji76@gmail.com | linkedin.com/in/ayodeji-awopeju-a90476244 | x.com/smartworkflo

PROFESSIONAL SUMMARY

AI Agent and Automation Specialist building production-ready AI workflows for SMEs and B2B SaaS companies across the US, UK, and Europe since 2023. Experienced in designing lead-to-CRM pipelines, AI lead qualification, sales and operations agents, and multi-platform integrations using n8n, Make.com, Zapier, GoHighLevel, HubSpot, OpenAI, and Claude. Currently driving automation and growth initiatives at VisibilityStack.ai and FirstPrinciples.io. Track record of 50+ delivered automation projects, consistent 5.0 client ratings, and systems that save clients 15+ hours per week. Comfortable owning projects end to end, from mapping business workflows to deploying and maintaining the automations that run them.

CORE SKILLS & TECHNOLOGIES

Automation Platforms: n8n · Make.com (Integromat) · Zapier · GoHighLevel (GHL)	**AI & LLM Integration:** OpenAI GPT-4 · Claude · Claude Code · LangChain · AI Agent Development · Prompt Engineering
CRM & Marketing Tools: HubSpot · GoHighLevel · Airtable · ClickUp · Notion · ActiveCampaign	**API & Integrations:** REST APIs · Webhooks · Twilio SMS/IVR · AI Voice Calling · Stripe
Inbound Marketing: SEO · Content Strategy · Lead Nurturing · Demand Generation · Funnels	**Lead Generation:** Lead-to-CRM Systems · AI Lead Qualification · Sales Funnel Automation
Programming: JavaScript · Python · Google Apps Script · No-Code / Low-Code Development	**Platforms:** Slack · Telegram · WhatsApp Automation · Webflow · WordPress · Shopify

PROFESSIONAL EXPERIENCE

AI Automation Specialist & Growth Expert
Sep 2025 – Present

VisibilityStack.ai · Remote

- Served as AI Automation Specialist and Growth Expert for VisibilityStack, an AI-powered Demand Capture Platform launched by FirstPrinciples venture studio.
- Built and deployed AI-driven automation workflows to power the platform's marketing intelligence and lead capture systems.
- Designed growth automation pipelines integrating AI agents with human marketing processes across AI search and social discovery channels.
- Collaborated with the FirstPrinciples team to architect scalable automation infrastructure supporting multiple SaaS portfolio companies.

Inbound Marketing Specialist & Automation Specialist
Sep 2025 – Present

FirstPrinciples.io · Remote

- Worked as Inbound Marketing and Automation Specialist for FirstPrinciples, a B2B SaaS venture holding company that starts, acquires, and scales SaaS businesses.
- Designed and implemented inbound marketing automation workflows to support demand generation across the company's portfolio of SaaS products.
- Built lead nurturing sequences and CRM automation to improve lead-to-customer conversion rates across Martech, Fintech, and HR verticals.
- Automated content distribution, lead scoring, and pipeline management workflows to reduce manual marketing operations.

AI Agent & n8n Automation Specialist (Freelance)
2023 – Present

Remote · Independent Consultant

- Designed and delivered 70+ automation projects for clients across the US, UK, and Europe with consistent 5-star reviews.
- Built lead-to-CRM pipelines capturing leads from forms, ads, and web scraping; qualified with AI; routed to reps; synced to HubSpot, GoHighLevel, and Airtable.

- Developed AI agents for sales and operations automation including lead qualification, follow-up sequences, and pipeline management.
- Integrated OpenAI GPT-4 and Claude into production workflows for intelligent routing, content generation, and data processing.
- Deployed Twilio SMS/IVR systems and AI voice calling solutions for automated client communication.
- Built multi-platform automation systems saving clients 15+ hours per week on repetitive operational tasks.

Workflow Automation Consultant (Freelance) 2023 – Present

Remote · Independent Consultant

- Specialised in GoHighLevel CRM setup, funnel automation, and multi-platform API integration.
- Delivered 50+ completed automation projects across various industries with high client satisfaction.
- Built scalable no-code and low-code systems using Make.com, Zapier, and n8n for SMEs and growing businesses.

FEATURED PROJECTS

Smart Hire Workflow: AI-Powered Recruitment Automation

Tech Stack: n8n · OpenAI GPT-4 · Google Sheets · Webhooks · Email Automation

AI recruitment pipeline that scores CVs against job descriptions, routes top candidates to HR, and automates follow-ups. Cut manual screening time by over 80%.

Lead-to-CRM Automation System

Tech Stack: n8n · HubSpot · GoHighLevel · Airtable · OpenAI · Webhooks

Captures leads from forms, ads, and scraping, qualifies them with AI, routes them to the right rep, and syncs CRMs in real time. Cut lead response time from hours to minutes.

Instagram Scraper for Agency

Tech Stack: Make.com · Airtable · Rapid API · Webhooks

Scrapes Instagram profile and engagement data for an agency, enriches it in Airtable, and feeds a lead generation pipeline, replacing hours of manual research.

AI Chatbot & Customer Communication Automation

Tech Stack: n8n · OpenAI · Twilio · WhatsApp · GoHighLevel

Handles inbound WhatsApp and SMS queries with LLM routing, escalates complex cases to humans, and tracks the customer journey in GoHighLevel.

Airtable Payroll & Time Sheet Automation

Tech Stack: Make.com · Airtable · Google Sheets · Email Automation

Aggregates time sheets, calculates pay on configurable rules, generates reports, and notifies HR and staff, replacing a fully manual spreadsheet process.

CERTIFICATIONS

- Google Career Certificate: Artificial Intelligence & Prompt Engineering (Google Skills / Grow with Google)
- Google Career Certificate: Fundamentals of Digital Marketing (Google Skills / Grow with Google)
- Claude Code in Action (Anthropic Academy)
- Introduction to Agent Skills (Anthropic Academy)

KEY ACHIEVEMENTS

- Completed 50+ automation and workflow projects, including 70+ as an independent consultant with a 100% client satisfaction record.
- Achieved consistent 5.0 / 5.0 client ratings, serving clients across the US, UK, and Europe.
- Built systems that save clients 15+ hours per week and integrated AI agents (GPT-4, Claude, LangChain) into production workflows.

EDUCATION & CONTINUOUS LEARNING

- B.Tech. Microbiology, Federal University of Technology, Akure (FUTA)
- Active contributor and community member on the n8n Community Forum.
- Ongoing professional development in OpenAI API, AI Agent architectures, and workflow automation best practices.

LANGUAGES

- English: Professional Working Proficiency