

# Raman K Singh

GTM & RevOps Strategist | AI-Powered Outbound Leader

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## Core Competencies

### Outbound Tech Stack

Clay, Apollo, Crunchbase, HubSpot, Smartlead, Heyreach

### RevOps & GTM

ICP design, data pipelines, dashboarding

### Personalization

GPT prompts, dynamic fields, multichannel

### Automation

n8n orchestration, API integrations, CRM sync

### Content & Leadership

Ghostwriting, carousel mapping, inbound demand

## Education

### Diploma in IT

Venkateshwara Institute, Meerut (2010-2013)

### 12th Grade

U.P. Board (2013-2014)

### 10th Grade

U.P. Board (2007-2008)

## Personal

*Passionate about leveraging AI to make outbound more human, not less. Actively share playbooks on LinkedIn and mentor SDRs on data ethics and personalization best practices.*

## Professional Summary

Data-driven revenue operator with **9+ years** building predictable outbound engines for B2B SaaS, IT services, and deep-tech startups. Expert at fusing **AI enrichment, workflow automation, and hyper-personalized sequencing** to turn cold prospects into sales-ready meetings at scale.

## Professional Experience

### GTM Consultant

DevCommX (Remote)

Apr 2025 - Present

- Own outbound strategy for **5+ clients** (CodingWorkx, Infra360, SmartX, Noesis, Ace Infoway), crafting Clay-powered lead funnels generating **120+ warm conversations/quarter**
- Built end-to-end RevOps framework: ICP → Data enrichment → Clay personalization → Smartlead sequencing → HubSpot sync via n8n
- Launched **AI lead-scoring agent** that surfaces high-intent replies; boosted SQL conversion by **28%**
- Mentored 4 SDRs on personalization at scale, reducing research time per lead from 8 min to 2 min

### Sr. Market Research Analyst

Limitless Mobility (Remote)

Feb 2023 - Mar 2025

- Designed GTM and data workflows across IoT, digital signage, and mobile dev verticals
- Delivered **3000+ TAM-qualified contacts** via Clay + Prospeo + Sales Navigator
- Automated enrichment to HubSpot using n8n, improving list freshness and lowering bounce rate to **<3%**

### Sr. Market Research Analyst

Headerlabs InfoTech

Aug 2017 - Feb 2022

- Spearheaded outbound list building with Crunchbase and Apollo, scheduling **150+ C-level meetings** over 4 years
- Conducted primary and secondary research for outbound and inbound campaigns
- Created sales databases, organized campaigns, and scheduled client meetings

### Data Analyst Research

ProProfs.com - Noida

Jun 2016 - Aug 2017

- Managed presales, lead generation, email outreach, and secondary research
- Built data pipelines for campaign teams targeting global IT sectors

### Data Analyst

AIG Business Solutions - Gurgaon

Jan 2016 - May 2016

- Focused on healthcare data research and high-volume data list building using Excel

## Selected Wins

Project	Tools & Automations	Impact
Media visualization agency	Clay Table + Smartlead + Dripify + Slack alerts	60 demos in 8 weeks; <b>2x reply rate</b>
AI dev shop	Apollo enrich → Clay personalization → Heyreach LinkedIn drips	New campaign set for <b>5-10 warm conv./mo.</b>
Cloud FinOps	GPT-based content generator, HubSpot sequences, n8n data sync	Pipeline expected <b>\$250k</b>

## Tech Stack

Clay	Apollo	HubSpot	Smartlead
Heyreach	n8n	Zapier	Crunchbase
Prospeo	Dripify	ChatGPT	Waalaxy
Instantly	Sales Navigator	Slack	Airtable