

MOHAMMAD AHSHANUL KARIM

AI AUTOMATION AND BUSINESS PROCESS SPECIALIST

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PROFESSIONAL SUMMARY

AI automation and business analytics professional with 10+ years of experience across marketing operations, business development, recruitment, CRM operations, financial analysis, and corporate banking. Builds n8n workflows, AI agents, API integrations, and internal tools to reduce repetitive work and improve data quality. Hands-on projects include retrieval-augmented generation (RAG), Model Context Protocol (MCP), web scraping, and automated data processing.

TECHNICAL AND CORE SKILLS

AI and Automation: n8n, AI agents, RAG, MCP, OpenAI, Pinecone, prompt engineering, human-in-the-loop (HITL), workflow automation, business process automation

Development and Integrations: JavaScript, REST APIs, API integrations, webhooks, Apify API, web scraping, GitHub, VS Code, Claude Code, Claude Skills

Data and Operations: Microsoft Excel, Google Sheets, Google Drive, Gmail, business analytics, data validation, data cleaning, reporting, market research, process optimization

Lead Generation and CRM: Customer relationship management (CRM), Bullhorn, Apollo.io, LinkedIn Sales Navigator, LinkedIn Recruiter, BuzzStream, Verifalia

PROFESSIONAL EXPERIENCE

Senior Manager of Marketing and Business Analytics

SIGIL Partners | Remote | Jun 2024 - Present

- Lead marketing analytics, business research, and lead generation to support recruitment and business development.
- Identify prospective clients by analyzing target companies, hiring activity, market demand, and recruitment needs.
- Improve lead-generation and CRM workflows using LinkedIn Sales Navigator, Apollo.io, Bullhorn, BuzzStream, and verification tools.
- Build and test n8n automations, AI workflows, and custom tools to reduce repetitive research and data handling.
- Turn campaign and market data into management reports; collaborate with marketing, recruiting, operations, and technical teams.

Marketing and Automation Specialist

Engineering Recruiting Expert LLC | Remote | Apr 2020 - Jun 2024

- Managed marketing automation, lead generation, data research, and CRM workflows for engineering recruitment.
- Built processes to collect company, contact, candidate, and job-market data from LinkedIn, job boards, and online sources.
- Automated data-management and marketing tasks, reducing manual processing and improving consistency.
- Maintained data quality through Bullhorn CRM audits and research using Apollo.io, LinkedIn Sales Navigator, LinkedIn Recruiter, and Verifalia.
- Translated business requirements into data and workflow solutions and produced operational performance reports.

Senior Officer - Corporate and Large Loan Department

Bank Asia Limited | Nov 2017 - Jun 2019

- Prepared and analyzed corporate credit proposals, including financing facilities exceeding BDT 20 crore.
- Assessed financial statements, cash flow, creditworthiness, and borrower risk; coordinated documentation and compliance.
- Prepared management reports and monitored approved facilities to support credit decisions and portfolio risk monitoring.

Officer - Credit Department

The Premier Bank Limited | Mar 2014 - Oct 2017

- Prepared commercial and business credit proposals, assessing repayment capacity, exposure, and lending risk.
- Managed customer and credit data, coordinated approvals and documentation, and supported regulatory compliance and portfolio monitoring.

SELECTED AI AUTOMATION PROJECTS

MCP Powered AI Travel Assistant

n8n | MCP | AI agents | APIs

- Built a travel-planning assistant that retrieves destinations, live weather, nearby hotels, restaurants, attractions, and currency information through connected tools. Added memory-based personalization and verification rules to reduce unsupported AI claims.

RAG Email Customer Support Agent

n8n | OpenAI | Pinecone | Gmail | Human-in-the-loop (HITL)

- Developed a support workflow that retrieves information from a vector knowledge base to ground email drafts. Created e-commerce, SaaS, and education variants with a human-approval path before delivery.

LinkedIn Job Alert Automation

n8n | Apify API | Google Sheets | Webhooks

- Built a workflow that accepts job-search criteria through a webhook, triggers a LinkedIn scraping actor, checks run status, and stores selected structured job data in Google Sheets for recruitment research.

Automated Excel Data Cleaning Pipeline

n8n | JavaScript | Microsoft Excel

- Built a pipeline to trim and standardize text, validate emails and Bangladeshi phone numbers, normalize dates, remove duplicates, generate customer IDs, and report data-cleaning results.

AI Email Assistant

n8n | Gmail | AI agents

- Built a customer-support workflow that reads inbound emails and sends policy-constrained replies using a defined clinic knowledge base, with safeguards for unknown questions.

AI Lead Triage and Follow Up Assistant

Claude Skills | Google Drive | Google Sheets

- Created a workflow that reads current real-estate leads, ranks them against business rules and available inventory, and drafts concise follow-up messages for high-priority leads.

CUSTOM SOFTWARE AND INTERNAL TOOLS

- **LinkedIn Job Scraper:** Custom tool to collect, clean, deduplicate, filter, and export structured job data for recruitment and market research.
- **Time Tracking Software:** Internal system to record work time, centralize activity records, and support operational reporting.
- **Lead Generation CRM Tool:** Custom application to organize prospects, research data, contact details, and workflow status for lead-generation operations.

EDUCATION

Master of Bank Management (MBM) | 2013

Bangladesh Institute of Bank Management | CGPA 3.17/4.00

Master of Business Administration (MBA), Human Resource Management | 2012

Jahangirnagar University | CGPA 3.89/4.00

Bachelor of Business Administration (BBA), Finance | 2009

National University | CGPA 3.19/4.00