

Mohamed Landolsi

GTM Automation & Integration Engineer | B2B AI

Workflows, APIs, n8n, Clay

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Automation and Integration Engineer bridging Software Engineering and B2B GTM systems. I build scalable AI workflows and integrations using n8n, Clay, and custom APIs. I leverage my technical foundation to handle complex webhooks, write custom code when visual builders hit limits, and translate business processes into robust automations.

SKILLS

- GTM Automation & Integration:** n8n, Clay, Make, Zapier, Webhooks, JSON, API Integration, Lead Enrichment, Apify
- AI & Data Workflows:** LLM Routing, RAG Pipelines, Prompt Engineering, Data Modeling, PostgreSQL, Supabase
- Technical Foundation:** Python, FastAPI, JavaScript, REST APIs, System Architecture, BPMN 2.0
- Tools:** Git, Postman, HubSpot, Apollo, Jira, Docker

WORK EXPERIENCE

GTM Systems Engineer

Wavess

12/2025 to 05/2026

Berlin, Germany (Remote)

- Architected a custom B2B GTM platform unifying intent-data intelligence and LinkedIn outbound automation, replacing fragmented manual workflows for 6 European B2B clients.
- Built automated lead enrichment pipelines with Apify and Tavily APIs to capture signals, feeding an LLM-based ICP scoring engine to rank and prioritize high-intent target accounts.
- Engineered a centralized AI workflow router with quota-aware fallback across 6 LLM providers, ensuring zero downtime for automated outreach while keeping >90% of API costs within free-tier limits.
- Orchestrated asynchronous background workers (ARQ/Redis) to handle large-scale web scraping and RAG enrichment jobs, processing thousands of daily market signals with strict multi-tenant data isolation.

KEY PROJECTS

Job Radar | n8n Multi-Source Intelligence Pipeline

Self-Directed Automation Project

- Architected a config-driven n8n pipeline aggregating 9 job sources (REST APIs, RSS, web scraping) with deduplication, heuristic pre-filtering, and batched LLM scoring via Google Sheets state management.
- Engineered a dual-provider LLM router (Cerebras → Groq fallback) with per-source error isolation and circuit-breaker patterns, eliminating single points of failure across the workflow.
- Shipped operational telemetry (run stats, provider tracking, failure sampling) and a structured Human-in-the-Loop review queue, enabling auditable and extensible output for downstream GTM outreach.

ADDITIONAL EXPERIENCE

- AI Engineer Intern**, AYCORN Technologies (06/2025 to 08/2025): Prototyped a voice interview pipeline integrating VAPI with Gemini 2.5 Flash and defining API contracts.
- Full-Stack Developer (Volunteer)**, Stade Nabeulien Rugby Club (06/2025 to 09/2025): Automated scheduling and attendance tracking, replacing manual admin work and saving 3 hours/week.
- Web Developer Intern**, Millesima Technologies (02/2023 to 05/2023): Built and documented RESTful APIs with Swagger and Redoc for seamless third-party integrations.

EDUCATION

IT Business School

Software Engineering (Engineer's Degree, Equivalent to Master's)

Nabeul, Tunisia

2023 — 2026

Higher Institute of Technological Studies of Nabeul

Bachelor's degree in Information Technology

Nabeul, Tunisia

2020 — 2023

LANGUAGES

English: Professional working proficiency | French: Reading & Listening comprehension | Arabic: Native