

Vaibhav Aher

GTM Systems Engineer

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SUMMARY

GTM Systems Engineer who ships production code tied to revenue: signal and enrichment pipelines, ICP scoring, agentic workflows and the internal apps GTM teams run on. Python, TypeScript, SQL, Supabase, n8n, Clay, Claude Code.

EXPERIENCE

GTM Engineer

Otera

05/2026 - Present Remote Innsbruck, Austria

Agentic automation platform for insurers and enterprises (Series A; Allianz, Siemens)

- Built OteraHQ, a production GTM app (Next.js, TypeScript, Supabase/Postgres) used daily by a 20+ GTM team: a complete ABM monitoring stack where AEs get live company- and person-level signals and agents with full account context draft personalised messaging automatically.
- Designed an in-house signal extraction framework replacing Trigify and the Demandbase-style ABM stack: n8n and Python workers ingest RSS, podcasts, YouTube and LinkedIn conversations, LLM-classify them into intent clusters and push qualified accounts into Clay. SQL claim-batch RPCs and run tables in Postgres make every run idempotent, retryable and observable.
- Built the custom CRM behind it: the entire TAM, every company and contact scored against the ICP by a versioned LLM qualification pipeline (prompt + JSON schema), on a 30+ table Postgres model with SQL migrations promoted from test to production.
- Built an MCP server exposing the CRM, signals and scoring to the team's AI tools (Claude, Cursor), and a Build Kit template so GTM teammates ship their own tools with Claude Code.

GTM Engineer

BetterFutureLabs

08/2025 - 06/2026 Remote Hoboken, United States

Venture studio building agentic AI products

- Set up cold email infrastructure from scratch (Instantly, EmailBison, Heyreach) and wired the whole GTM stack together with Claude Code, n8n and Apify.
- Shipped a brand OS for AI agents: a structured layer of positioning, voice, visual rules and assets that content and outreach agents build on, so every agent output stays on-brand.
- Automations that watch job posts, new hires and Reddit, Facebook and X threads for live buying signals and bottom-of-funnel (BOFU) inbound traffic; Clay qualifies and enriches each account before outreach.
- Grew Build with Wave (vertical AI restoration SaaS) from \$0 to \$25k+ MRR with outbound and founder-led content.

GTM Automation Operator

Ateliex

03/2025 - 08/2025 Remote Sydney, Australia

SaaS affiliate marketing agency

- n8n automation running a \$100K+ MRR B2C affiliate pipeline, connecting 15+ platforms (HubSpot, Clay, Attio, Customer.io) over REST APIs.
- RAG agents on Supabase and Pinecone for email replies and customer support; internal tools built with Cursor and v0.
- Grew consumer apps (Rize, BetterPic, Sudowrite) through affiliate and YouTube partnerships, managing creator partnerships across productivity, writing and AI headshots, including Ali Abdaal and Kai Notebook.
- Automated the entire affiliate growth channel: creator sourcing and enrichment (Apify, Firecrawl), outreach, onboarding and payout tracking, all on n8n.

EDUCATION

B.Tech Communication and Computer Engineering

LNMIIT

2021 - 2025 Jaipur, India

STRENGTHS

- Production code, not configuration**
Python and TypeScript services, Postgres schemas, migrations and RPCs. Retry, idempotency and logging on every pipeline; debugs incidents from logs.
- Agentic GTM systems**
LLM qualification and scoring pipelines, MCP servers and agents with account context, shipped to a 20+ person team and to fractional clients.

SKILLS

Python	TypeScript		
SQL / Postgres	Supabase	Next.js	
Claude Code	MCP	n8n	Clay
HubSpot	Apify	Cold Email Infra	
ABM			

KEY ACHIEVEMENTS

- \$0 → \$100k+ MRR B2C pipeline**
Affiliate pipeline at Ateliex, run on n8n across 15+ platforms.
- Fractional GTM Partner, Revenue Flow**
Built the tech stack automating the agency's own fulfilment and demand chain, positioning it as a niche player in core GTM.
- Fractional GTM Engineer, Pemo (Series A, UAE)**
Scaled their outbound motion to 25+ meetings per month.
- Fractional GTM Engineer, Skydive (Series A)**
Built their outbound motion from scratch and proved a repeatable, scalable machine.