



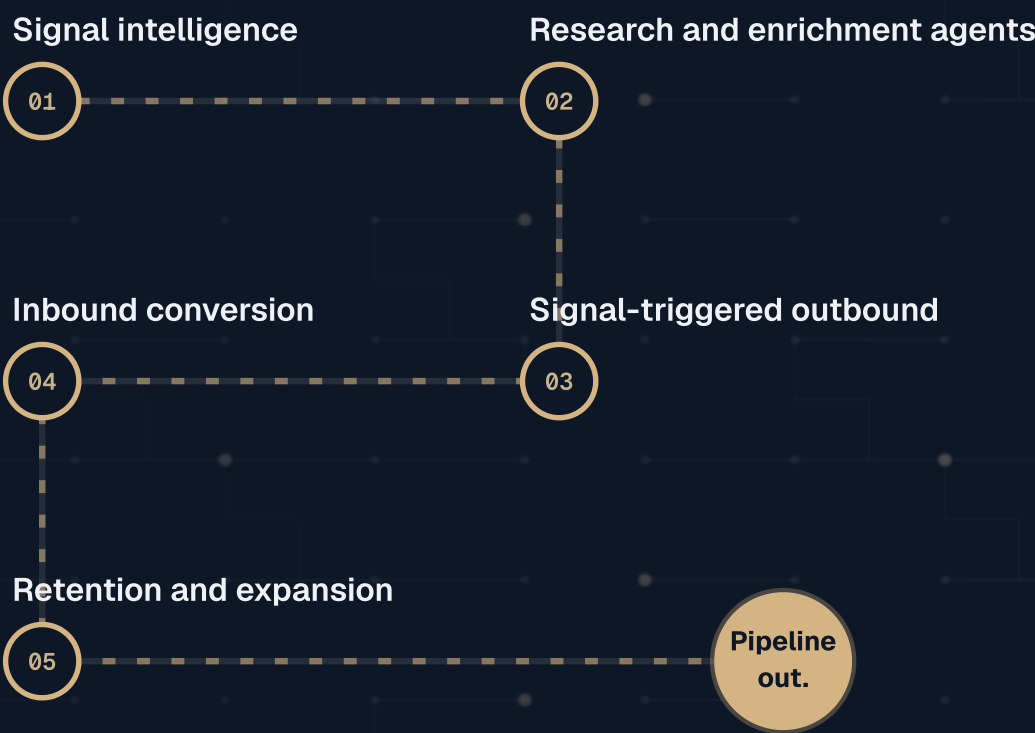
Muhammad Haris  
AI GTM Engineer

RESUME

# I build revenue systems that run without me.

I'm Muhammad Haris, an AI GTM engineer. I build the AI systems that find your buyers, research them, reach them at the right moment and keep them.

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WHAT I BUILD

## Five stages of the revenue engine.



### Signal intelligence

Know who is in market before your competitors do. Systems that watch for the moments that make a company ready to buy, confirm them before anyone picks up the phone, and rank who is likely to be next.

51

qualified leads in the first four days



### Research and enrichment agents

Every account researched to the field, verified at the source, never guessed. The cheapest source that can answer goes first, and the expensive ones only run when they're needed.

29

data points researched per lead

03

### Signal-triggered outbound

Outreach that starts because something happened, not because a list was due. Replies, opens and bounces flow straight back, so nobody is chased twice and nobody is forgotten.

530

potential acquirers mapped

05

### Retention and expansion

Agents that catch customers on the way out, make the right offer and hand warm conversations to the team, while recording why people leave so the product gets better.

731

new prospects captured

04

### Inbound conversion

Speed to lead and speed to quote. Every inquiry qualified, priced and routed in seconds, on the web, in the inbox and on the phone.

~45 sec

from photo to priced quote



### The infrastructure underneath

CRM, enrichment, sequencing and reporting wired together as one system, so every stage hands clean data to the next and the dashboard tells the truth.

9 production pipelines, one connected system

WHO I AM

## Experience.

Two roles where I built AI products under the hardest constraints there are: money, regulation and multiple tenants. They are why companies trust me with agents near their revenue.

### What I bring to every engagement

#### I speak revenue and code.

I can sit in a pipeline review in the morning and ship the fix in the afternoon. Nobody has to translate between the business and the build.

#### I learn the job before I automate it.

I sit with the people doing the manual work and map how a lead really moves, not how the playbook says it does.

#### I build the whole system.

Signal, research, outreach, conversion, retention and the data underneath, wired together so every stage hands clean data to the next.

#### Agents where judgment helps. Plain code where mistakes cost money.

AI reads, researches and decides what deserves attention. Deterministic logic handles prices, sends and customer records.

#### Production or nothing.

Real data from the first week, evaluations, guardrails, monitoring, and a person in the loop wherever a mistake would reach a customer.

# AI GTM Engineer

revenue

## Working directly with founders and revenue leaders

I build the AI systems behind every stage of the revenue engine: signal detection, account research and enrichment, outbound, inbound conversion and retention. I understand what the number has to do, and I build the machine that does it, to a standard where you can let it run.

### The systems revenue teams run on

- A signal engine that watches 38,548 businesses and tells sales the moment one of them needs help. 51 qualified leads in its first four days.
- A research cascade that took more than 80,000 leads to 29 verified data points each without guessing a single field.
- An estimator that prices a job from a photo in about 45 seconds, across eight brands.
- Revenue agents that captured 731 prospects for a national broadband provider while handling more than 8,700 customer conversations.
- A universe of 530 potential acquirers for an investment bank's sell-side deal, delivered the day of the brief.

### Who I work with

- B2B SaaS and technology companies, usually growth stage, that want pipeline without simply hiring more SDRs.
- Revenue leaders: founders, CROs, heads of growth, sales and marketing leaders, and RevOps.
- Firms with a high-value sales motion: investment banks and M&A advisors, lead-generation businesses, and companies with heavy inbound demand.

# Founding AI Engineer

money

## RevAll AI (Pyle Ventures)

Founding AI engineer on an early-stage fintech building a read-only investing platform. I built the AI layer: a research agent with guardrails and a streaming safety filter, and an MCP server with hashed, revocable access tokens so a user's own AI assistant can query their data.

I also built the security programme for bank-data access: two-step sign-in enforced in the database, versioned consent records, rate limits, row-level security, monitoring and a CI security gate.

Read-only by design. It never moves money.

# AI Automation Lead

regulation

## Solidrange

multiple tenants

Led AI on a multi-tenant compliance platform for a Riyadh-based company, in English and Arabic.

Hybrid retrieval with reranking and per-tenant access control enforced at the retrieval layer, 16 specialised AI personas, graph memory, browser automation, and an evaluation pipeline with RAGAS and Arize Phoenix.

Full-stack delivery in .NET and React with a Python retrieval service, with retrieval, evaluation and tenant isolation designed in from the first commit.

UNDER THE HOOD

# Toolkit.

● **AI and agents**

Claude and OpenAI APIs  
Perplexity

● **Signal, research and outbound**

Apollo  
Clay  
HeyReach  
Sales Navigator  
La Growth Machine  
Firecrawl  
Apify  
Browserless  
Serper  
NeverBounce  
Instantly

● **Product and platform engineering**

Python and FastAPI  
TypeScript, Next.js and React  
.NET  
Supabase and Postgres with row-level security

● **Revenue systems and data**

HubSpot  
Jobber  
GoHighLevel  
Webflow CMS

● **Voice agents**

Vapi  
ElevenLabs  
Voiceflow

● **Orchestration**

n8n  
Zapier  
Make  
Power Automate

● **Engineering practice**

Claude Code  
Cursor  
Antigravity  
CI security gates  
Sentry monitoring  
secret scanning

● **Education**

**Management Sciences**  
Lahore University of Management Sciences (LUMS)



Working with Muhammad was a great experience. He takes the time to thoroughly understand the project before diving in, communicates clearly, and consistently shows strong attention to detail.

CLIENT