

PARI GOYAL

AI Automation & Agentic Systems · Full-Stack Development · Product & Growth

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SUMMARY

Final-year CSE student who looks for what is costing a team time or money, then builds the fix, mixing AI, product thinking, and whatever engineering the problem calls for. Solely built Akro Ventures' deal-management CRM and website from scratch; the CRM now handles **200+ startup leads** and supported the workflows behind a **₹20 crore client fundraising mandate**. Would rather ask a question early than build the wrong thing.

EXPERIENCE

Technology, Marketing & Operations Associate, Akro Ventures | Apr 2026 – Present

- Solely designed and built the firm's entire digital infrastructure, a deal-management CRM and the company website (akroventures.com), going from nothing to fully operational in **three months**.
- Replaced a fully manual, spreadsheet-based deal process with a Next.js CRM on Supabase and the Claude API, covering public intake, CSV bulk upload, AI-assisted deal analysis, and a tokenized approval workflow. It has processed **200+ startup leads** and supported outreach behind a **₹20 crore fundraising mandate**.
- Caught corporate email scanners auto-triggering approval links by pre-fetching them during phishing checks. Fixed it by moving approval from a GET request to an authenticated POST confirmation.
- Built a daily content pipeline that pulls from news sources and surfaces ready-to-post options, saving about **10 hours a week**, and fixed the site's near-zero search visibility with per-route metadata, JSON-LD structured data, and an llms.txt file.

Agentic AI Intern, Oyelabs | Feb – Apr 2026

- Built production AI agents for client projects using n8n, Supabase, and LLM APIs.
- Wrote a prompt framework that cross-checked SOPs before any workflow ran, saving the manager a **full day each week** of manual validation, and kept documentation clean enough that handoffs actually worked.

Marketing & AI Automation Intern, Halo Interiors LLC | Nov 2025

- Automated cross-platform video processing with Claude and n8n agents, covering download, metadata extraction, captioning, and CSV/Markdown generation.
- Tested Convex, Supabase, and Firebase to figure out what would hold at scale, and documented what broke and what worked so the next person did not start from zero.

PROJECTS

AI Lead Qualification & Quotation Pipeline | Oyelabs, built in n8n

- Built an n8n workflow where a form submission triggers a second verification form by email, checks Supabase for existing leads, then classifies each one as hot, warm, or cold through an AI layer.
- Generated AI-written quotations from lead data, routed to the manager for approval, and integrated Stripe billing with automated notifications so nothing needed manual chasing.

AI Job Search Outreach Platform | Personal, self-initiated

- Built after losing 4 to 6 hours a day to manual cold outreach; the platform automates company research and email drafting in Next.js, cutting daily outreach time to **under 10 minutes**.
- Locked every factual claim about my background into code, so the LLM drafts each pitch but can never rewrite the facts. Hunter.io and MX checks run before every send, with open tracking and automatic 5-day follow-ups.

GigFlow, Freelance Marketplace | Personal

- Full-stack marketplace in React, Node.js, Express, and MongoDB with JWT auth, real-time Socket.io notifications, and one-command Docker Compose deployment.
- Used atomic MongoDB transactions to prevent race conditions when two clients accept the same bid at once.

SKILLS

AI & Agentic Systems: Claude API, Claude Code, prompt engineering, agent workflow design, n8n

Software Engineering: Next.js, React, TypeScript, JavaScript, Python, Java, SQL, REST APIs, Supabase, MongoDB

Growth & Product: SEO and GEO, email infrastructure, CRM design, market research, content systems

Fundamentals & Tools: OOP, DBMS, Operating Systems, Computer Networks, Git/GitHub, Docker, Vercel, Stripe

EDUCATION

B.E. Computer Science & Engineering, Thapar Institute of Engineering & Technology (TIET), Patiala | 2022 – 2026