MUJTABA MAJID BAIG

AI Automation | n8n Workflows | Business Process Automation

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PROFESSIONAL SUMMARY

Software Engineering student and hands-on AI automation builder with 3+ years of experience in B2B sales, client communication and international business development. Builds n8n workflows and AI agents that automate customer support, email handling and order management, turning everyday business problems into faster, more reliable processes. Combines technical curiosity with strong client-facing skills to understand what a business needs and deliver automation that works.

AI AUTOMATION PROJECTS

AI-Powered Customer Support & Order Management *n8n | AI Agent | Gemini | Google Sheets*
- Built an n8n AI agent that answers customer questions, shows the menu with live stock from Google Sheets and records orders; chat memory lets customers order in plain language.

AI Lead Qualification *n8n | AI Agent | Groq | Sheets | Gmail*
- Built a workflow where an enquiry form saves each lead to Google Sheets, an AI agent writes a personalised reply and Gmail sends it with interest-response buttons.

Medical Store Inventory Management *n8n | AI Agent | Gemini | Airtable*
- Built an AI chat assistant that answers stock, manufacturer and prescription questions from an Airtable inventory and can update records.

Car Showroom Customer Support Agent *n8n | AI Agent | Gemini | Google Sheets*
- Created an AI support agent for a car showroom that answers buyer enquiries and looks up vehicles in Google Sheets, shaped by my automotive sales experience.

Website Downgrade and Upgrade Manager *n8n | Schedule | HTTP Request | Gmail*
- Built a scheduled workflow that checks a website and emails an up or down status through Gmail, so owners do not have to check by hand.

Auto Email Reply System *n8n | Gmail | Gemini | Text Classifier*
- Built a Gmail workflow that sorts each email as an order or an inquiry and saves a Gemini-written reply as a draft for review.

PROFESSIONAL EXPERIENCE

International Business Development Executive - A2B Car Hub Japan *May 2026 – Present*
- Support international business development and client communication for automotive trading in the Cyprus market.
- Generate and follow up on leads, and turn client and vehicle requirements into clear information for internal teams.

Sales Executive - Techhood (Software House) *2024 – 2025*
- Promoted software products and services to prospective customers and managed client relationships.
- Generated leads through B2B outreach and cold calling while working toward monthly sales targets.
- Maintained regular client communication to support satisfaction and repeat business.

Salesman - Al Majid Motorsports *2023 – 2024*
- Advised customers on motorcycle and automobile tyres, using strong product knowledge to recommend the right fit.

Independent Car Sales Consultant - Commission Basis *2022 – Present*
- Source vehicles for clients through showrooms and trusted partners, matching each client's needs and budget.

EDUCATION

Bachelor of Software Engineering - Nazeer Hussain University *Aug 2023 – Aug 2027 (expected)*

Intermediate, Pre-Engineering - Forman College Karachi *2021 – 2023*

SKILLS

AI & Automation	n8n workflow automation, AI agents, Google Gemini, Groq and OpenAI models, Gmail, Google Sheets and Airtable integrations, lead and email automation
Programming	Python (basic), HTML (basic), CSS (basic), Git and GitHub
Business	International business development, B2B sales, lead generation, client relationship management, negotiation, cold calling, digital marketing, data entry

CERTIFICATIONS | PROFESSIONAL YOUTH FOUNDATION OF PAKISTAN (PYFP)

- AI in the Real World: Opportunities, Skills & the Future of Work
- Hack the Python Matrix
- Skills for a Successful Interview
- Cybersecurity Careers: Skills, Opportunities & What's Next
- The Art of Building Professional Networks