

CONTACT

dedeepyabitra6@gmail.com
+91 8125403203
linkedin.com/in/dedeepya-bitra-4150a9344
Andhra Pradesh, India

SKILLS

AUTOMATION

n8n • Zapier • Make.com

AI TOOLS & LLMS

OpenAI • Claude Code • Groq • Mistral AI • Prompt Engineering • Cursor AI

CRM & REVOPS

HubSpot CRM • RevOps • Customer Lifecycle • GTM Operations • Lead Qualification

INTEGRATIONS

REST APIs • Webhooks • HTTP Requests • JSON

BUSINESS PLATFORMS

Shopify • Gmail • Google Sheets • Telegram Bot API • Slack • Jira

PROGRAMMING

JavaScript • Python • HTML • CSS

DEVELOPER TOOLS

Git • VS Code • Postman

EDUCATION

Rajiv Gandhi University of Knowledge Technologies

Integrated B.Tech in Computer Science
CGPA 9.1 / 10 • Expected 2027

CORE STRENGTHS

Problem Solving • Analytical Thinking • Communication • Collaboration • Continuous Learning • Adaptability

CURRENTLY EXPLORING

HubSpot CRM & RevOps • AI Agents & Multi-Step Workflows • Advanced n8n Automation • AI Chatbots for Small Businesses • CRM Automation

Dedeepya Bitra

Building AI-powered workflow automations that simplify business operations.
AI Workflow Automation • RevOps • CRM Systems • GTM Operations

Computer Science student with hands-on experience building AI-powered workflow automation solutions using n8n, Zapier, and API integrations. Designed and built automation projects across customer support, customer lifecycle, lead management, sales outreach, and e-commerce workflows using AI, APIs, and business application integrations. Familiar with RevOps, CRM workflows, and GTM operations, with a focus on building practical automation solutions for real business use cases.

FEATURED PROJECTS

AI Customer Support Automation AI Support Automation

- Built an AI-powered support workflow using n8n, Mistral AI, and Telegram Bot API to handle inbound customer queries.
- Implemented retrieval-based knowledge search to generate contextual responses from a structured knowledge base.
- Automated repetitive query resolution end-to-end, reducing manual handling through AI-driven workflow logic.

Tech Stack: n8n • Mistral AI • Telegram Bot API

Customer Lifecycle Automation Customer Lifecycle

- Designed automated workflows covering customer onboarding, follow-up communication, and ongoing engagement sequences.
- Applied customer lifecycle and CRM concepts to reduce repetitive manual processes across post-signup touchpoints.
- Connected business applications using event-driven workflows and REST API integrations.

Tech Stack: n8n • Gmail • Google Sheets • Webhooks

Shopify Abandoned Cart Recovery Automation E-commerce Automation

- Built an event-driven workflow to detect abandoned checkouts and verify purchase completion status in real time.
- Generated personalized recovery emails using Groq AI and automated delivery to re-engage at-risk customers.
- Connected Shopify with downstream workflows to create a fully automated customer re-engagement pipeline.

Tech Stack: n8n • Shopify • Groq AI • Gmail

Lead Management Automation Lead Management

- Built an automated lead intake workflow to collect, organize, and centralize incoming leads from form submissions.
- Applied basic BANT lead qualification concepts to support lead routing and prioritization.
- Automated lead capture and routing by integrating Google Forms and Google Sheets.

Tech Stack: n8n • Google Forms • Google Sheets

OTHER AUTOMATION PROJECTS

- AI-Powered Lead Outreach System — Automated personalized outreach using Zapier, Google Sheets, AI-generated email content, and Gmail.
- Meeting Intelligence Workflow — Converted meeting transcripts into structured action items with automated Jira task creation and Slack notifications.
- AI Restaurant Support Assistant — Built an AI assistant for menu inquiries, reservations, and booking management using n8n and Google Sheets.