

ARMAN CHRISTIAN Q. MENDOZA

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PROFESSIONAL SUMMARY

Freelance AI Automation Specialist who designs, builds, and deploys end-to-end automated workflows and AI agents for sales, marketing, and operations teams using n8n, Zapier, and Make.com. With documented production workflows connecting HubSpot, Salesforce, QuickBooks Online, Slack, Notion, Airtable, and GoHighLevel via REST APIs, webhooks, and custom JSON logic. Holds seven verified, ID-backed certifications across Zapier, n8n, Make.com, HubSpot, Airtable, and Anthropic. Focused on replacing manual, error-prone processes with reliable, self-operating systems that cut turnaround time and manual workload.

CORE COMPETENCIES

Automation & Integration: n8n, Make.com, Zapier, Webhooks, REST APIs, JSON Data Parsing, HTTP Requests

AI & Agentic Systems: AI Agent Design, Multi-Agent Architecture, LLM Integrations, Custom GPTs, Human-in-the-Loop Approval Flows

CRM & Business Ops: HubSpot, Salesforce, GoHighLevel, QuickBooks Online, Airtable, Notion, Slack pipeline design & sync

Prompt Engineering & Logic: System Prompts, Context Window Management, Conditional Logic, Error Handling & Fallback Routines

Data & Analytics: Advanced Excel Analytics, Data Transformation, Database Synchronization, Lead Scoring Models

System Optimization: Process Mapping, Workflow Auditing, Bottleneck Analysis, Technical Documentation

TECHNICAL SKILLS

Automation & Workflow Platforms: n8n, Make.com, Zapier

AI Models & Tools: OpenAI (ChatGPT), Anthropic (Claude), Google Gemini, Groq, OpenRouter, ElevenLabs Conversational AI, Custom GPTs

CRM / Business Platforms: HubSpot, Salesforce, GoHighLevel, QuickBooks Online, Airtable, Notion, Slack, Supabase

Integration & Developer Tools: REST APIs, Webhooks, HTTP Requests, Custom JSON, Google Apps Script, GitHub Pages

Productivity & Cloud: Google Workspace (Sheets, Slides, Drive, Tasks), Microsoft Excel (Advanced Analytics), Google Cloud Platform

FREELANCE AUTOMATION EXPERIENCE

AI Automation Consultant | Independent | 2025 – Present

Design and deploy production automation workflows for sales, marketing, and operations use cases across n8n, Zapier, and Make.com, integrating CRM, communication, financial, and AI platforms.

- **Lead capture & CRM sync (n8n):** Built a webhook-driven pipeline that normalizes inbound form data, creates/updates contacts in HubSpot, and pushes instant Slack alerts—replacing a 3-step Zapier zap with a single always-on flow.

- **AI proposal generator (n8n + OpenAI):** Built an 8-stage pipeline that validates leads, classifies them into 4 budget tiers, applies dynamic pricing, drafts a personalized 7-section proposal, and sends branded HTML output via SendGrid—built for teams sending 10+ proposals/week.
- **HubSpot lead qualification pipeline (Zapier + Groq):** Automated AI-based lead scoring on new HubSpot contacts, with email alerts, Google Sheets logging, and auto-prioritized Google Tasks by tier (High/Medium/Low).
- **Salesforce compliance audit trail (Zapier):** Built a new-lead nurture workflow with a scheduled follow-up delay, team reminder emails, and full activity logging to a Zapier Table for compliance and reporting.
- **Daily outbound performance digest (n8n + Claude):** Automated a morning digest that reads live campaign sheets, runs AI sentiment analysis, ranks follow-up priority, and emails a summary—removing manual spreadsheet review.
- **AI voice lead qualification (n8n + Supabase + ElevenLabs):** Connected Facebook Lead Ads to an outbound AI voice-calling agent; call outcomes are logged to Supabase and routed to Slack/Gmail based on booking status.
- **Social comment moderation (n8n + OpenRouter):** Built an AI classifier that triages Instagram/Facebook ad comments (query, positive, negative, spam), auto-drafts on-brand replies from a knowledge base, and escalates negative reviews to Slack for manual review.
- **Gmail triage system (Zapier):** Automated inbox categorization by sender domain, subject, and content pattern, auto-labeling invoices, client feedback, and internal mail without manual sorting.
- **Reliability:** Implemented error-handling, validation, and fallback branches across multi-step scenarios to maintain 99.9% workflow execution success.

VERIFIED CERTIFICATIONS

- **Building AI Agents—Zapier Academy** · Issued Jul 22, 2026 · ID BDBB8506
- **Building Intermediate Zaps—Zapier Academy** · Issued Jul 22, 2026 · ID 8F380EC9
- **Building Basic Zaps** — Zapier Academy · Issued Jul 21, 2026 · ID BD7F4AEB
- **Integrations: APIs & Connected Workflows—n8n Academy** · Issued Jul 23, 2026 · Course N8N102
- **Essentials: Your First Workflows** — n8n Academy · Issued Jul 22, 2026 · Course N8N101
- **Make Intermediate**—Make.com Academy · Issued Jul 2026 · Verified
- **AI Agent Builder** — Make.com Academy · Issued Jul 2026 · Verified
- **Airtable Builder Certification** — Airtable · Issued Jul 28, 2026 · ID 9sgkrmf5yksc
- **HubSpot Data Integration Certified** — HubSpot Academy · Issued Jul 2026 · Verified
- **Claude 101, Claude Code 101, Claude Code in Action** — Anthropic · Issued Jul 2026 · Verified

ADDITIONAL TRAINING

- No Code AI Agent Builder — n8n Course · 2025
- Introduction to Digital Transformation with Google Cloud · 2025
- Professional Diploma of the Executive Assistant · 2025
- Microsoft Excel for Business Analytics Workshop · 2009

EDUCATION

Bachelor of Science — Polytechnic University of the Philippines (2005 – 2009)