

ARTUR RAKHIMULLIN

GTM ENGINEER | REVENUE AUTOMATION | AI & WORKFLOW SYSTEMS

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PROFESSIONAL SUMMARY

GTM and business operations professional who builds practical systems for account qualification, customer lifecycle management, CRM workflows, and revenue operations. Founder-operator experience managing the full customer journey, a six-person service team, digital acquisition, payments, and process improvement. Built Account Lens, a public evidence-first GTM qualification copilot with configurable ICP rules, transparent scoring, CSV interoperability, and human review controls.

CORE SKILLS

GTM Strategy • ICP Design • Account Qualification • Revenue Operations • Customer Lifecycle

CRM Administration • Workflow Automation • AI Implementation • Process Improvement

CSV/Data Workflows • Evidence Handling • Human-in-the-Loop Review • Website Administration

Microsoft 365 • Google Workspace • WordPress • Documentation • Digital Marketing

PROFESSIONAL EXPERIENCE

Founder & Operations Manager | Surf Moving

Miami, FL — managed remotely from Cambridge, MA | March 2023–Present

- Oversee customer communications, scheduling, staff coordination, CRM records, payments, documentation, website administration, marketing, and continuous process improvement.
- Coordinate the full customer journey—from inquiry and qualification through estimates, scheduling, service delivery, payment, feedback, and follow-up—while balancing concurrent priorities.
- Administer Wilcart CRM and maintain accurate, timely communication with customers, referral partners, brokers, vendors, and service contacts.
- Created and maintain the company website and digital presence, including local listings, customer reviews, service messaging, marketing content, and search visibility.
- Designed CRM-, form-, template-, and AI-assisted workflows for lead response, routine communications, documentation, and administrative follow-through.
- Built and coordinated a team of six employees, established repeatable procedures, and delegated day-to-day service delivery while maintaining accountability for quality and customer experience.
- Automated and delegated daily operations to an established team; current limited owner oversight is compatible with full-time employment.

PROJECTS

Account Lens — GTM Qualification Copilot | 2026

Live demo: <https://lens.arturrakhimullin.com> | GitHub: <https://github.com/arturrakh0-bit/account-lens-gtm-copilot>

- Built a responsive, API-free account research workflow with configurable ICP rules, deterministic scoring, explicit risk penalties, evidence labels, and uncertainty flags.
- Implemented CSV validation and preview, search and score filters, account briefs, suggested messaging, Approve/Hold review decisions, and CSV export.
- Designed the prototype to separate verified behavior from unproven predictive claims and to require human review before any downstream action.

EDUCATION

University Degree | Russia | 2009–2014