



SHAMAS HAMAD

Founder-Operator | GTM Engineer

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English · Swahili · Arabic · French

↗ GTM PORTFOLIO

gtm.autoageai.com

Buying signals, the outbound engine, and the call loop behind the pipeline.

📁 OPERATOR PORTFOLIO

portfolio.autoageai.com

Systems I've built, client demos and testimonials, earlier ventures.

▶ INTRO VIDEO ✓ TESTIMONIALS 🌐 LINKEDIN

✓ Advised government officials in 4 countries and a US state senate campaign · Spoke on GTM at Claude Code community events.

I've built four companies from zero, two past six figures, and now ship agentic AI systems that run go-to-market end to end. I close a loop most "AI automation" people can't: **I build the system and carry the sales number behind it**, from cold call to closed deal. The receipts: 100+ cold calls a day at Cisco, 29 high-ticket closes (~£140k LTV), outbound engines built from signal-sourcing to booked calls, and production agentic systems in Python and TypeScript running on my own pipeline every day. Now I want to carry the pipeline number for one team I believe in.

SELECTED WORK

MILLIONS

Drove millions in real-estate deal flow via an AI sales agent I built for PixelNest, Spain.

▶ [WATCH DEMO](#)

~10%

More firefighters mobilised for the 2025 Palisades wildfire response, client-credited to my AI recruitment-ops build.

📄 [READ CASE](#)

£250K+

Built four ventures from zero: £160k D2C + £90k B2B bootstrapped.

📁 [VIEW PORTFOLIO](#)

20+ CLIENTS

AI systems delivered across 6 countries, video-testimonialed. Includes an email-personalisation engine for a Fortune 500 subsidiary (2M+ users).

✓ [TESTIMONIALS](#)

BUSINESSES I BUILT FROM SCRATCH

Founder, Autoage AI ▶ autoageai.com

May 2024 – Present | London

- **Sole founder running the company end to end** (strategy, sales, build, delivery, contractors): I build and install owned AI lead-generation systems for service businesses and agencies, owning the funnel from sourcing to close.
- Designed and run an agentic outbound system (Claude Code + Unipile + NocoDB + SmartLead): signal-based sourcing, AI research, personalised outreach, reply handling, and follow-up, with approval gates and full logging.
- Delivered AI systems for **20+ clients across 6 countries** with documented testimonials; an AI sales agent I built **drove millions in real-estate deal flow**.
- Built AI recruitment-ops automation for a leading firefighter recruitment agency, **credited by the client with helping mobilise up to ~10% more firefighters** to the 2025 Palisades wildfire response; advised on AI strategy for government officials in the UK, New Zealand, Tanzania, and Ghana, and for a US state senate campaign (Alabama).

Co-Founder & Operations Lead, Embrace Flag

Jan 2020 – Present | London

▶ etsy.com

- Bootstrapped a D2C e-commerce brand to **£160,000+ in total sales, 20,000+ orders, and 1,500+ 5-star reviews**.
- Ran the end-to-end international supply chain (Tanzania manufacturing + China sourcing) across Etsy, Shopify, Amazon, and eBay.

Founder & Operations Lead, QazPrint & Design

Jun 2021 – Oct 2023 | Birmingham

▶ [archive](#)

- Built a B2B print agency to **£90,000 revenue and 500+ contracts** via a white-label production partnership.
- **Managed two teams (warehouse + digital)**; owned client acquisition, account management, and quality control.

Founder & Product Lead, Society Pages

Jul 2022 – Oct 2023 | Birmingham

▶ society-pages.vercel.app

- Launched a zero-inventory "Merch-as-a-Service" platform serving **100+ university societies across 17+ universities** (Cambridge, Warwick, Birmingham, Nottingham, QMUL, and others), owning the full value chain from marketing to fulfilment.
- Advised and helped scale a partner platform (createyoursociety.com) from early-stage to **5,000+ societies worldwide, 100k+ members**, including a US market launch across hundreds of universities.

Airbnb Co-Owner (Zanzibar) ▶ [Airbnb listing](#)

2024 – Present | Zanzibar, Tanzania

- Co-invested with family from bare land to a built 5-bed short-let; **£34k+ booked, perfect 5.0 rating, Superhost and Guest Favourite**, now fully delegated and passive.

EMPLOYMENT & CONSULTING

Sales & Automation Consultant, Smart Dental Compliance

Sep 2023 – May 2024 | London

- Built an outbound lead-generation pipeline that **sourced, booked, and closed 29 high-ticket clients (~£140k LTV)**.
- Led a data-driven operations shift that **drove a 41% rise in new-client onboarding in six months**; managed the delivery team across the engagement.

AI / n8n Automation Specialist ▶ [n8n portfolio](#)

Sep 2023 – May 2024 | Freelance

- Contracted for multiple businesses building a range of automation systems, from cold-outreach and marketing analytics (Apollo, Apify, Firecrawl, Tavily, SmartLead) to other bespoke workflow builds.

Retention Specialist, Sky

Sep 2020 – Aug 2023 | London

- **75% retention rate, 15% above target**; consistently exceeded upsell targets on Sky products and services.

Cold Software Sales Executive, Cisco

Jul 2017 – Sep 2020 | Enfield

- **100+ outbound B2B calls per day**, identifying needs and presenting software solutions; full Salesforce CRM discipline and structured follow-up.

BEYOND WORK

Co-Founder, Yateema In Need

Charity · Tanzania | Ongoing

- Co-founded a charity with my mum providing food and clothing to orphaned children in Tanzania, **raising £40,000+ over five years**.

Founder, East African Events

Events | One-off

- Created the **UK's first East African cultural event**; now run as an ongoing event company by someone else.

Interests

- Marathon running (twice a year), football, daily training and longevity/biohacking, travel, and theatre (former acting student).

CORE TECH STACK

AI & AUTOMATION

Claude CodeCodexn8nPlaywright+7 more

BUILD & CLOUD

TS TypeScriptNext.jsPostgreSQLGCP+9 more

GTM & ENRICHMENT

ClayApolloDeeplineSmartLeadHeyReachSalesforce+9 more

OPS & COLLABORATION

NotionClickUpSlackHubSpotStripe+8 more

Shown: the tools I reach for most. I've shipped with countless more. The full stack is on my [portfolio](#).

EDUCATION

BSc Computer Science (Data Science specialism)

Birmingham City University | 2022

Completed first-year Physics at University of Birmingham before transferring to Computer Science.

A-Levels Physics, Biology, Maths · BBB

Kingsmead School | 2017 – 2019

Alongside formal study, extensively self-educated in **psychology, economics, business management, marketing, and sales** while building and running my companies. Always learning more.

See what value I can bring:

portfolio.autoageai.com →

▶ 2-minute intro video

Architecture diagrams

Readable code repos

Client video testimonials