Romiel Inolino

AI & CRM Automation Specialist | Full-Stack Developer

CRM & Workflow Automation · AI Agents · Data Pipelines · Reporting

+63 956 780 9082
connect@romielwillautomate.dev
Bulacan, Philippines
linkedin.com/in/romiel-inolino
romielwillautomate.dev
github.com/romielwillautomate

PROFESSIONAL SUMMARY

AI and CRM automation specialist and full-stack developer with 6+ years building the CRM, automation and AI systems behind sales and operations for US, UK and Australian teams. Designs CRMs in GoHighLevel, monday.com, HubSpot and ClickUp, automates them with n8n, Zapier and Make, and writes the custom code behind them in Python, TypeScript and Apps Script, including production services with their own databases, automated tests and backups. Builds AI into the work where it saves real time: voice receptionists, chat agents and Claude workflows that score leads and draft replies. Google Project Management certified and comfortable owning a project from discovery to handover.

Writes SOPs and runbooks so teams can run the systems on their own, and keeps US Eastern hours from the Philippines.

CORE COMPETENCIES

AI Workflow Automation	CRM Design & Administration	Data Hygiene & Deduplication
Lead Routing & Source Attribution	Email Lifecycle & Segmentation	API & Webhook Integrations
Full-Stack & Python Development	Anomaly Monitoring	KPI Dashboards
SOPs & Runbooks	Remote Team Leadership	

PROFESSIONAL EXPERIENCE

Monday.com Architect & Integration Specialist

Perfect Practice (enterprise healthcare construction company) · Sydney, Australia (Remote) · Contract · *May 2026 to Oct 2026*

- Built a managed Monday.com project template with internal and trade document boards, RFIs, defects and FF&E tracking and 17 built-in automations, then rolled it out to 51 live projects with no manual rebuilds.
- Wrote a weekly Python finance check on the Monday.com GraphQL API that sweeps 4 finance boards and flags revenue recognition and invoicing gaps across every project.
- Moved 447 GB (201,752 files across all 362 projects) off Procore before an access cutoff with a resumable Python engine, with zero files lost.

Monday.com System Architect & Automation Specialist

My Proposal Specialist · North Carolina, USA (Remote) · Project-based · *Dec 2025 to May 2026*

- Designed the company's Monday.com CRM, with consultants, client engagements, projects and operations on connected boards joined by mirror columns.
- Cut manual reconciliation between Monday.com, Harvest and QuickBooks Online with 18 Zaps that sync hours, consultant rates, new customers and expense approvals.
- Set up a timesheet on Monday.com forms with live consultant utilization and billable hours, and a scheduling board with automated reminders.
- Created leadership dashboards for consultant pipelines, active proposals and team performance.

Automation Specialist

Ohana Tinting · Honolulu, Hawaii, USA (Remote) · Project-based · *Nov 2025 to Mar 2026*

- Automated warranty paperwork end to end in Zapier across Connecteam, Google Docs, PDF.co AI extraction, Insightly and Mailchimp. It saves 20+ minutes of admin per job, or 3+ hours a week.

- Connected SignWell and PDF.co so contracts are generated, e-signed and stored without paper, and receipts are filed to the CRM automatically.
- Added AI-assisted lead follow-up in Zapier with email sequences, newsletter triggers and nurture steps, and segmented Insightly contacts by tag for targeted campaigns.

AI Systems & CRM Architect

Indie People · Newcastle, UK (Remote) · Project-based · *Aug 2025 to Dec 2025*

- Owned the GoHighLevel (GHL) stack for a UK HR consultancy and automated appointment confirmations, contract triggers and service notifications in GHL and Zapier.
- Launched a 24/7 AI voice receptionist that qualifies callers, routes them to the right consultant and logs contact updates, call summaries and follow-up tasks in GHL.

System Integration & Automation Specialist

Mighty Stack · Utah, USA (Remote) · Project-based · *Mar 2025 to Sep 2025*

- Replaced manual contract entry at a multi-location painting firm with a PaintScout to Monday.com automation. It processes 100+ contracts a month and saves about 5 admin hours a week.
- Cut lead cleanup by 3 to 5 hours a week with an Acuity to Monday.com automation that handles DST time zones, dedupes by phone and email and keeps lead source attribution.
- Set up Monday.com CRM boards and dashboards for the firm, including lead volume by source and a won/lost estimates tracker fed by signed contracts.
- Synced invoices, job costs and payments between QuickBooks, Monday.com and PaintScout at project milestones, and trained the team on the new setup.

Client Success Manager

Ecomstores.com · London, UK (Remote) · *Feb 2022 to Mar 2025*

- Onboarded e-commerce clients with one-on-one platform setup over AnyDesk and Zoom, and provided post-sale support.
- Tracked Amazon policy changes, briefed clients and set up prevention steps to lower suspension risk.
- Handled international client payments through PayPal, Wise and Escrow.com.

Talent Acquisition Manager

TVM Inc. · California, USA (Remote) · *Dec 2020 to Jun 2021*

- Ran full-cycle recruiting for virtual assistant, sales and C-suite roles at US, Canadian and UK clients.
- Created recruitment pipelines in Airtable and Monday.com with dashboards, linked views, automations and Superform integrations.

Brand Manager

Cap Swag · New Jersey, USA (Remote) · *Sep 2019 to Oct 2020*

- Designed ActiveCampaign customer journeys and personalized email sequences.
- Connected Shopify, eBay and Etsy through Zapier and Integromat (now Make), with Lightspeed POS as the sync hub for catalogs, inventory and sales.
- Managed a remote team of 10 covering graphic design, catalog management, data entry and product listing.

Senior Project Manager

Upperhand Creative · California, USA (Remote) · *Aug 2019 to Dec 2019*

- Teamed with the CEO to roll out HubSpot, Airtable, Asana and ClickUp as one CRM and project system, tied to Gmail and Google Sheets through Zapier.
- Wrote company SOPs and an internal knowledge base.

Supply Chain Manager

RetailYouUp · *Sep 2018 to Aug 2019*

- Supervised a team of two and managed stock on Amazon, eBay and other marketplaces in Sellbrite and Ordoro to prevent stockouts and fulfillment errors.

- Resolved Amazon Seller Central tickets, A-to-Z claims and negative feedback, and automated order updates and follow-ups in Airtable and HubSpot.

Sales Supervisor

AT&T / DirecTV · Makati City, Philippines (On-site) · *Jan 2015 to Jul 2017*

- Promoted from Sales Representative to Supervisor within a year, and coached 20+ reps through individual mentoring, group training, live call feedback and objection-handling scripts.

SELECTED PROJECTS

Content engine *(Personal)*: A daily Claude drafter turns 30 industry feeds into 5 posts a day in a Google Sheets control center with approval gates. A Google Apps Script bot publishes them to romielwillautomate.dev and LinkedIn over OAuth2.

n8n workflow library *(Portfolio samples)*: 30+ workflows in 14 categories, including VAPI and ElevenLabs voice receptionists, a Claude LangChain support agent with 6 tools and a WhatsApp lead qualification bot.

TOOLS & TECHNOLOGIES

CRM & Project Management: Monday.com, GoHighLevel, ClickUp, HubSpot, Airtable, Insightly, Asana

Automation & Integration: Zapier, n8n, Make, Google Apps Script, Apify, REST APIs, webhooks, OAuth2

AI: Claude, Claude Code, ChatGPT, Custom GPTs, VAPI, ElevenLabs, LangChain, MCP

Full-Stack Development: Python, TypeScript, JavaScript, React, Next.js, Go, SQLite, GraphQL, Docker, Linux servers & cron, DigitalOcean, Vercel, Git

E-commerce: Amazon Seller Central, MerchantSpring, Shopify, eBay, Etsy, Lightspeed POS, Sellbrite, Ordoro

Finance, Docs & Scheduling: QuickBooks Online, Harvest, PaintScout, PDF.co, SignWell, Acuity Scheduling

Marketing & Communication: ActiveCampaign, Mailchimp, Slack, Connecteam, Zoom, AnyDesk

CERTIFICATIONS

Airtable: Airtable Admin Certification (Sep 2025, valid to Oct 2027)

Google (Coursera): Google Project Management: Specialization (May 2025)

Anthropic (Apr 2026): Claude 101 · AI Fluency Framework & Foundations · Introduction to Claude Cowork

Zapier (Jul 2025): 6 courses, including Triggering Zaps with Webhooks and Increase Productivity Using AI

Udemy (May 2026): Chatbot Development Course · ChatGPT Masterclass

EDUCATION

BS Information Technology (coursework), Philippine Christian University