

Sai Harshith Reddy Bondugula

AI Solutions & Implementation Specialist

Business Automation | Agentic Workflows | AI-Powered Operations

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Professional Summary

AI implementation and automation professional focused on translating business workflows into practical AI-enabled systems across recruiting, sales, finance, analytics, marketing, and operations. Hands-on experience implementing production automations used across a 40–50 employee organization using n8n, Make, Zapier, LLM workflows, CRM systems, and human-in-the-loop controls. M.S. in Business Analytics & Intelligence with experience scaling a digital marketing agency to \$30K/month in peak revenue, combining workflow implementation with commercial and operational decision-making.

Core AI & Business Automation Skills

AI Implementation & Workflow Automation: n8n, Make, Zapier, Relevance AI, Voiceflow, business process automation, agentic workflows, multi-agent workflows, human-in-the-loop systems

Generative AI & LLM Systems: Prompt and system prompt design, structured outputs, tool/function calling, RAG, knowledge assistants, model selection, LLM workflow design

Business Solutions & Integrations: Requirements discovery, workflow analysis, solution design, implementation, REST APIs, Airtable, Supabase, Salesforce, HubSpot, GoHighLevel

Marketing, CRM & Analytics: Meta Ads, lead qualification, lifecycle automation, CRM workflows, GA4, Looker Studio, KPI reporting, ROI and cost modeling, stakeholder communication

Experience

AI Solutions Architect – ServIT

Aug 2025 – Present

- **Production AI Recruiting Automation:** Played a major role in implementing live candidate screening and JD-matching workflows used within a 40–50 employee organization, reducing weekly recruiter screening time from 40–50 hours to 6–8 hours.
- **AI Analytics & Reporting:** Automated recruiting, sales, placements, and revenue reporting, reducing weekly reporting effort from 20–25 hours to 2–3 hours.
- **AI Sales Intelligence:** Built a hiring-signal, decision-maker research, and lead-qualification workflow that reduced account research from 20–30 minutes to 3–5 minutes per prospect and increased prospecting capacity by roughly 5x.
- **Finance Automation:** Implemented invoice, contractor billing, and expense reconciliation workflows that automated about 80% of repetitive processing and saved an estimated 1,000+ hours of manual work.
- **Internal AI Knowledge Assistant:** Developed a RAG-based assistant across company policies, client requirements, prior placements, and operational documentation, reducing routine information retrieval from 10–15 minutes to under 1 minute.

Founder – ClientCraft (Digital Marketing Agency)

Jun 2022 – Dec 2025

- Built and operated a performance marketing agency serving 30+ clients over 3.5 years, reaching \$30K/month in peak agency revenue and managing up to \$15K/month in Meta ad spend across seven concurrent clients.
- Helped scale a roofing client from approximately \$10K/month to \$140K/month in revenue within six months through AI-assisted lead generation, automated follow-up, CRM workflows, and performance marketing, generating about 100 leads at roughly \$25 CPL.
- Managed acquisition programs that typically produced qualified leads at \$20–\$25, booked appointments at about \$150, and closed sales at about \$300 in acquisition cost, with performance varying by client budget and market.
- Built AI-assisted campaign, lead-management, and reporting workflows using AI, GoHighLevel, and Make for content creation, lead scoring, personalized follow-up, appointment scheduling, CRM updates, and performance

reporting; cut campaign preparation from 4–5 hours to under 1 hour, reduced routine lead-management work by 70–80%, and reduced weekly reporting from about 2 hours to 20 minutes per client.

Software Developer Intern – Dextara Digital

Jan 2023 – Jun 2023

- Supported Salesforce client implementations through CRM configuration, workflow automation, and limited Apex/Visualforce component work under senior developer guidance.

Selected AI Automation Projects (Independent Projects)

Company OS – Multi-Agent Business Workflow Orchestrator (*n8n, Claude, Relevance AI, Supabase, Slack, Langfuse*)

- Designed a supervisor/router across five domain agents with human approval required before financial actions, customer communication, or system-of-record updates; tested safeguards for API outages, malformed inputs, rate limits, credential expiry, and model timeouts.

Finance Operations Agent (*n8n, Claude, Azure AI Document Intelligence, Google Document AI, Airtable*)

- Built workflows for invoice extraction, expense categorization, bank reconciliation, and rolling 13-week cash-flow forecasting; compared document-extraction approaches on accuracy and cost while preserving source traceability.

Conversational Analytics Agent (*n8n, Claude, Airtable, Looker Studio*)

- Built a natural-language analytics workflow constrained to a live schema, with confidence-based routing to human review for low-certainty outputs.

Content Performance Engine (*n8n, Claude, Exa/Perplexity, Airtable, GA4, Meta Marketing API, Looker Studio*)

- Built a research-to-publish workflow with brand-voice controls, fact-checking, human approval, and live GA4/Meta performance data to identify underperforming assets and recommend creative iterations.

Education & Certifications

M.S., Business Analytics & Intelligence – Stevens Institute of Technology, Hoboken, NJ Jan 2024 – Dec 2025

B.Tech., Computer Science Engineering – Mahindra University, Hyderabad, India Aug 2023

Generative AI Leader – Google Cloud | **AWS Certified AI Practitioner (AIF-C01)** – Amazon Web Services