

Akshat Tiwari

GTM Engineer

pi4akshat@gmail.com · +91-8840892036 · linkedin.com/in/akshatiwari
Kanpur, India · Works full US hours (9am–6pm PT)

SUMMARY

I build the systems that find and qualify buyers — sourcing, enrichment, account scoring, and the evaluation loops that keep the output honest. Currently doing that at an early-stage startup selling AI agents into liability insurance: a regulated buyer, a long cycle, and a few hundred accounts that actually matter. Based in India, working full US business hours. Open to remote roles with US companies from November 2026.

EXPERIENCE

GTM Engineer, Ollive · Contract

May 2026 – Present

Ollive sells AI agents into liability insurance — regulated buyer, long cycle, small named-account list.

- Built and own the outbound research engine: sources target accounts, enriches them from public evidence, and scores each one against our ICP. Python, SQL, Claude API, MCP.
- Designed an evaluation loop for GTM content — golden sets and rubric-based LLM judging — so messaging changes are decided on measured output rather than opinion.
- Built a generated content pipeline: one canonical source, many downstream outputs, nothing hand-maintained twice.
- Own CRM data operations and funnel reporting end to end.

Founder, ByteMill

Apr 2026 – May 2026

- Ran demand research before building a consumer digital-carbon-footprint product. The research said the market wasn't there, so I shut the company down in five weeks rather than spend a year finding out the slow way.

Developer, Vanguard

Apr 2023 – Sep 2023

- Built features for investment-management applications used by global clients, working from product and design requirements.

Research Assistant / Teaching Assistant, Drexel University

Sep 2020 – Mar 2023

- Research assistant at the Drexel Wireless Systems Lab. Teaching assistant for the College of Computing & Informatics.

SKILLS

Systems: Outbound research systems · Enrichment pipelines · Account scoring · LLM evaluation design · Agentic workflows · CRM data operations · Funnel reporting

Tools: Python · SQL · JavaScript · Claude API · OpenAI API · MCP · Clay · Apollo · HubSpot

EDUCATION

BS, Data Science and AI, Indian Institute of Technology, Guwahati

Sep 2024 – Aug 2028

In progress.

BS, Computer Science, Drexel University

Sep 2019 – Dec 2023

123 credits completed; did not graduate.