

Akshat Tiwari

GTM Engineer

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Bangalore, India

SUMMARY

I build the systems that find and qualify buyers — sourcing, enrichment, account scoring, and the evaluation loops that keep the output honest. Now doing that as a GTM Associate at GoodBox.ai in Bangalore, after building the outbound research and evaluation stack for an early-stage AI startup on contract.

EXPERIENCE

GTM Associate, GoodBox.ai

Aug 2026 – Present

- Bangalore, India.

AI Consultant, Ollive · Contract

May 2026 – Aug 2026

- Built and own the outbound research engine: sources target accounts, enriches them from public evidence, and scores each one against our ICP. 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.