

ENGR. JULIUS VINCENT M. ABANEL

AI Automation Engineer · N8N Workflow Specialist
Lead Generation · CRM · Business Process Automation

Malolos City, Bulacan
juliusvincent.abanel.m@gmail.com
0968-6609-146

PROFESSIONAL SUMMARY

AI Automation Engineer specializing in N8N, LLM APIs, and end-to-end workflow design — helping businesses eliminate manual work across lead generation, CRM management, and customer support. Former Computer Engineering professor, which means my systems are well-documented and built for people to actually understand and maintain.

I take time to understand your process first, so every automation I deliver solves the right problem.

CORE COMPETENCIES

Automation	N8N · Zapier · Make (Integromat) · Business Process Automation
AI & APIs	OpenAI / GPT APIs · AI-Powered Workflows · Webhooks & REST APIs · Web Scraping
Lead Gen	Lead Generation Pipelines · Google Maps Scraper · CRM Integration · Email Automation
Data & CRM	Google Sheets · Airtable · Notion · Microsoft Power Query · SQL
Programming	Python · VBA Macro · C++ · Java · MS Excel
Other	Team Management · Technical Documentation · UAT & QA · DevOps

FEATURED AUTOMATION PROJECTS

SEO Optimization Automation Automatically generates, validates, and organizes high-intent keywords from client inputs — streamlining SEO research and content planning while eliminating repetitive manual work. <i>N8N · AI-Powered Keyword Research · SEO Automation</i>	AI Email Support Automation AI-powered triage that classifies incoming emails, auto-routes tickets to the right team, and sends context-aware replies — no human needed for first-touch response. <i>OpenAI API · N8N · Email Automation</i>
Lead Generation Pipeline End-to-end system capturing, qualifying, and nurturing leads from multiple sources (forms, scrapers, social) fully automated from first contact to CRM entry. <i>N8N · Webhooks · Airtable · Email</i>	CRM Workflow Automation Keeps CRM data clean, updated, and synced across tools in real time. Eliminate duplicate records and manual data entry through smart trigger-based flows. <i>N8N · CRM APIs · Google Sheets</i>

PROFESSIONAL EXPERIENCE

AI Automation Engineer (Freelance)

May 2024 – Present

Self-Employed · Remote

- Design and deployed end-to-end N8N automation workflows integrating AI, CRMs, Google Sheets, Airtable, and third-party APIs — including lead scrapers, email triage systems, and CRM sync flows — eliminating manual tasks across industries.
- Built automated lead generation pipelines that capture, qualify, and nurture leads from multiple sources, with a Google Maps scraper that cuts research from hours to minutes.
- Developed AI-powered email triage that classifies requests, routes tickets, and sends context-aware replies — while keeping CRM data clean, synced, and duplicate-free in real time.
- Delivered well-documented systems with client training, consistently shipping on time (often early) with clear communication and fast adaptation to changing requirements.

Instructor I — College of Engineering

August 2024 – April 2026

Bulacan State University

- Taught core programming courses — C++, Java, Python — as well as web frameworks (React, Laravel) to undergraduate Computer Engineering students.
- Delivered lectures in Differential Equations, Discrete Mathematics, and Engineering Data Analysis, strengthening students' analytical and problem-solving foundations.
- Guided capstone projects and thesis work, helping students bridge academic concepts with real-world engineering applications.
- Developed course materials, assessments, and learning activities aligned with engineering education standards.

Data Analyst II · Process Expert · RPA Developer

March 2024 – August 2024

APL Logistics

- Automated report generation pipelines using Power Query and Power BI, cutting manual reporting effort and improving data accuracy across customer account dashboards.
- Developed RPA scripts and Excel VBA macros to streamline repetitive data processing tasks, reducing turnaround time and eliminating human error in high-volume workflows.
- Led UAT sessions on report templates, provided actionable feedback, and proposed SQL query optimizations to enhance the reporting layer.
- Authored comprehensive work instructions and system documentation to standardize processes and ensure team-wide alignment on reporting procedures.

Data Analyst I · Process Associate

June 2023 – March 2024

APL Logistics

- Managed accurate documentation, validation, and registration of customer specifications within the Logistics Procedure and Account Matrix profile.
- Ensured timely and complete delivery of vendor documents to customers, maintaining high standards of data quality and client satisfaction.
- Proactively identified workflow inefficiencies and created multiple Excel VBA macros that streamlined day-to-day team operations.
- Escalated and resolved customer service issues promptly, minimizing cost impacts and maintaining strong client relationships.

EDUCATION

Bachelor of Science in Computer Engineering

2019 – 2023

Bulacan State University

- Graduated Cum Laude
- Best in Thesis