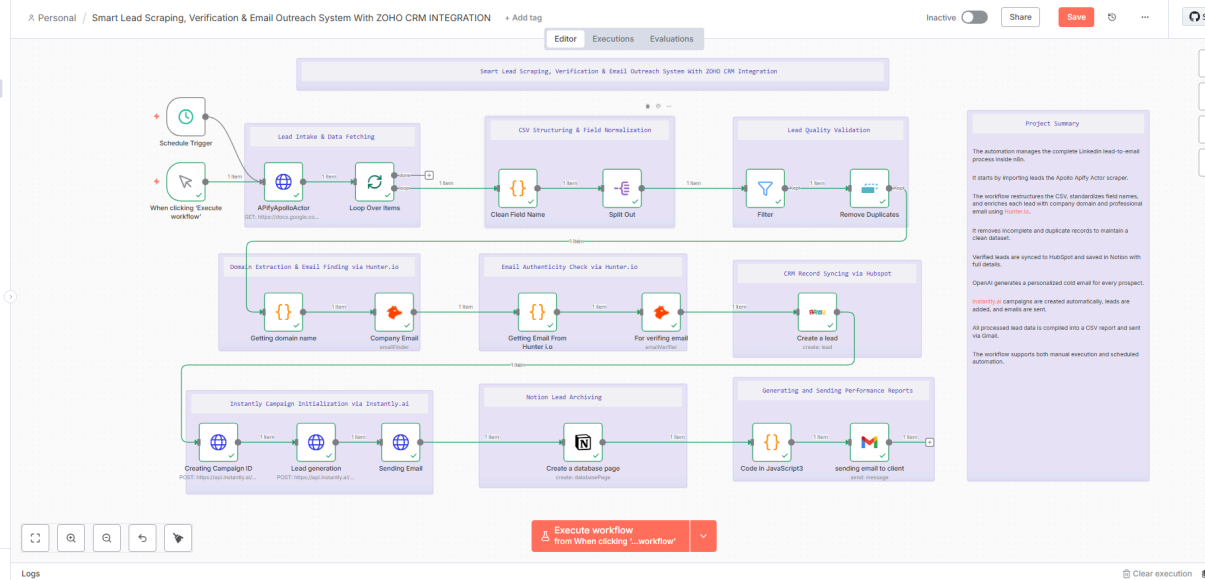


Medical Lead Generation and Cold Email Automation with Zoho CRM Integration in N8N



This project automates the full lead generation and outreach cycle using Apollo Apify data. It cleans and structures each Medical lead, extracts the company domain, and finds verified emails through Hunter.io. The verified leads move into Zoho CRM and are archived in Notion with complete details. Instantly.ai creates the campaign, adds each lead, and sends the cold emails without manual input. A CSV report for every processed lead is generated and delivered to the client through Gmail.

Scraping LinkedIn Leads

In this step, LinkedIn leads are scraped using the Apollo Apify scraper, which automatically collects company and contact details such as name, position, email, and company information. This ensures accurate, real-time data directly from LinkedIn for high-quality lead generation.

The screenshot displays the Apify Apollo Actor interface. On the left, the 'INPUT' section shows a 'Schedule Trigger' and a 'When clicking "Execute workflow"' event. The central 'Parameters' panel is configured with the following details:

- Method:** GET
- URL:** https://docs.google.com/document/d/1hNMWbXPOSXj3Mhp08RO5G_48JlmJgg/export
- Authentication:** None
- Send Query Parameters:** Off
- Send Headers:** Off
- Send Body:** Off
- Options:** No properties

On the right, the 'OUTPUT' section displays a JSON array of scraped LinkedIn lead data. The output includes fields such as 'data', 'Person name', 'Person email', 'Phone', 'City', 'State', 'Country', 'LinkedIn ID', 'Seniority', 'Functional', 'Company Name', 'Company Website URL', 'Org Industry', 'Org State', 'Org Country', 'Org City', 'Org Size', and 'Org Country'.

Finding Verified Emails using Hunter.io

Hunter.io is used to find and extract verified professional emails for each company, ensuring only valid and reachable contacts are added to the workflow

The screenshot displays the n8n workflow editor with the 'Company Email' node selected. The workflow is configured to find and extract verified professional emails for each company.

INPUT

- Getting domain name (1 item)
- personName: Kurt Pflieger
- personEmail: kurt@rockwallpediatrics.com
- companyName: Rockwall Pediatrics
- companyFirstName: Rockwall
- companyLastName: Pediatrics
- companyWebsite: http://www.rockwallpediatrics.com
- companyDomain: rockwallpediatrics.com

Company Email (Parameters)

- Credential to connect with: Hunter account
- Operation: Email Finder
- Domain: `{{ $json.companyDomain }}`
- First Name: `{{ $json.companyFirstName }}`
- Last Name: `{{ $json.companyLastName }}`

OUTPUT

```
{
  "first_name": "Rockwall",
  "last_name": "Pediatrics",
  "email": "rockwall@rockwallpediatrics.com",
  "score": 66,
  "domain": "rockwallpediatrics.com",
  "accept_all": true,
  "position": null,
  "twitter": null,
  "linkedin_url": null,
  "phone_number": null,
  "company": "Rockwall Pediatrics",
  "sources": [
  ],
  "verification": {
    "date": "2025-12-09",
    "status": "accept_all"
  }
}
```

Verifying Email Accuracy

Each email is verified through Hunter.io's email verifier to confirm its validity and reduce bounce rates during cold email campaigns

The screenshot displays a workflow builder interface with three main panels: INPUT, a central configuration panel for the 'For verifying email' step, and OUTPUT.

INPUT Panel: Shows a sequence of steps including 'Getting Email From Hunter.io', 'Company Email', 'Getting domain name', 'Remove Duplicates', 'Filter', 'Split Out', 'Clean Field Name', 'Loop Over Items', 'API/ApolloActor', 'When clicking "Execute workflow"', and 'Schedule Trigger'. The 'email' field is set to 'rockwall@rockwallpediatrics.com'.

Central Configuration Panel (For verifying email): Contains fields for 'Credential to connect with' (Hunter account), 'Operation' (Email Verifier), and 'Email' (rockwall@rockwallpediatrics.com). A red 'Execute step' button is visible at the top right.

OUTPUT Panel: Displays the JSON output of the email verification process:

```
[{"status": "accept_all", "score": 71, "email": "rockwall@rockwallpediatrics.com", "repro": true, "gibberish": false, "disposable": false, "webmail": false, "mx_records": true, "smtp_server": true, "smtp_check": true, "accept_all": true, "block": false, "sources": [{}], "result": "risky", "_deprecation_notice": "Using result is deprecated, use status instead"}]
```

Syncing Leads with CRM (ZOHO CRM Integration)

Verified leads are automatically synced with **ZOHO CRM**, where new contacts are created or existing ones are updated to keep the database organized and up to date

The screenshot displays a workflow automation interface with three main panels: INPUT, a central configuration panel, and OUTPUT.

INPUT Panel: Shows a sequence of steps: 'For verifying email', 'Company Email', 'Getting domain name', 'Remove Duplicates', and 'Filter'. Each step has a '1 item' count.

Central Panel: 'Create a lead'

- Parameters Tab:**
 - Credential to connect with:** Zoho account
 - Resource:** Lead
 - Operation:** Create
 - Company:** `{{ $('Getting domain name').item.json.companyName }}`
 - Last Name:** `{{ $('Getting domain name').item.json.companyLastName }}`
 - Additional Fields:**
 - Description:** `{{ $('Clean Field Name').item.json.linkedinUrl }}` with value `http://www.linkedin.com/in/kurt-prileger-845994187`
 - Email:** `{{ $('json.email') }}` with value `rockwall@rockwallpediatrics.com`
 - Full Name:** `{{ $('Clean Field Name').item.json.companyName }}` with value `Rockwall Pediatrics`
 - Industry:** `{{ $('Clean Field Name').item.json.orgIndustry }}` with value `hospital & health care`

OUTPUT Panel: Shows the resulting JSON output for the 'Create a lead' step:

```
{
  "Modified_Time": "2025-12-09T18:07:48+05:00",
  "Modified_By": {
    "name": "haseeb ahmed",
    "id": "713561500000052001"
  },
  "Created_Time": "2025-12-09T18:07:48+05:00",
  "Id": "713561500000052002",
  "Created_By": {
    "name": "haseeb ahmed",
    "id": "713561500000052001"
  }
}
```

Launching Email Campaigns via Instantly.ai

Workflow connects with Instantly.ai to create and launch automated cold email campaigns, sending personalized messages to verified leads at scale

The screenshot displays the Instantly.ai workflow editor interface. The central panel is titled 'Creating Campaign ID' and is currently on the 'Parameters' tab. The workflow steps on the left include: 'Create a lead', 'For verifying email', 'Getting Email From Hunter.io', 'Company Email', 'Getting domain name', 'Remove Duplicates', 'Filter', 'Split Out', 'Clean Field Name', 'Loop Over Items', and 'API/ApolloActor'. The 'Creating Campaign ID' step is configured with the following parameters:

- Method: POST
- URL: <https://api.instantly.ai/api/v2/campaigns>
- Authentication: None
- Send Query Parameters: ☐
- Send Headers: ☒
- Specify Headers: Using Fields Below
- Header Parameters:
 - Name: Authorization
 - Value: Bearer MzFkMzEyYzgTYTVNC0NDISLWE3NTQIMzU3ODk0ZDk7NjU5OUNb3F
- Send Body: ☒

The right panel shows the JSON output of the step:

```
{
  "id": "f18c0f22-b89a-4c5e-bb20-c795e2f6731",
  "name": "yabn",
  "status": 0,
  "campaign_schedule": {
    "schedules": [
      {
        "name": "Weekday Schedule",
        "timing": {
          "from": "09:00",
          "to": "17:00"
        },
        "days": {
          "timezone": "Etc/GMT-11"
        }
      }
    ]
  },
  "timestamp_created": "2025-12-09T13:07:49.341Z",
  "timestamp_updated": "2025-12-09T13:07:49.341Z",
  "organization": "31d312c8-85c4-4427-a754-357894d95659"
}
```

Saving Leads and Campaign Data to Notion

All lead details and campaign results are automatically stored in Notion, providing an organized and easily accessible record of your outreach activities

The screenshot displays the n8n workflow editor with a central 'Create a database page' node. The left sidebar shows the workflow structure, including steps like 'Sending Email', 'Lead generation', 'Creating Campaign ID', 'Create a lead', 'For verifying email', and 'Getting Email From Hunter Io'. The central node is configured with the following parameters:

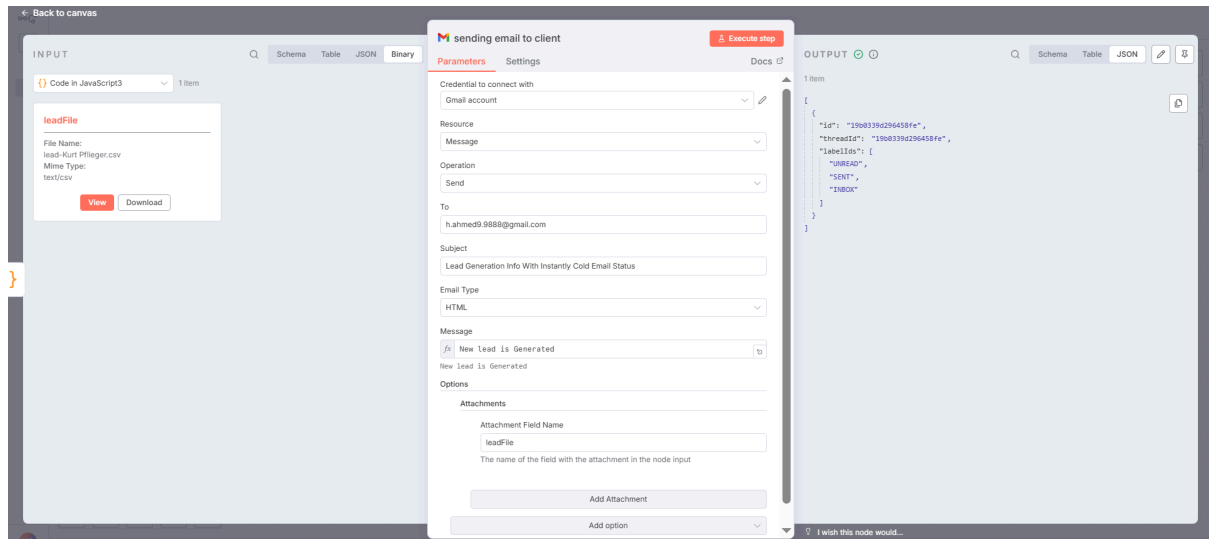
- Credential to connect with:** Notion account
- Resource:** Database Page
- Operation:** Create
- From list:** Zoho CRM Lead Generation Project
- Title:** Medical Leads
- Simplify:** ☒
- Properties:**
 - Key Name or ID:** Company Email Generated by hunter.io
 - Email:** `[[{"${'Getting Email From Hunter Io'}.item.json.email}]]`
 - Key Name or ID:** Company LinkedIn URL

The right sidebar shows the output JSON data:

```
{
  "id": "2c8b0b61-0086-81e8-bf64-ec1df9543a8a",
  "name": "Kurt Pflieger",
  "url": "https://www.motion.so/Kurt-Pflieger-2c8b0b61-0086-81e8-bf64-ec1df9543a8a",
  "property_industry": "hospital & health care",
  "property_company_email_generated_by_hunter_io": "rockwall@rockwallpediatrics.com",
  "property_company_linked_in_url": "http://www.linkedin.com/in/kurt-pflieger-045934107",
  "property_verification_of_email_report": "AcceptAll",
  "property_company_name": "Rockwall Pediatrics",
  "property_status_of_instantly_cold_email": "Scheduled",
  "property_person_email": null,
  "property_name_of_person": "Kurt Pflieger"
}
```

Generating and Sending Performance Reports

Detailed performance report is generated, summarizing leads, email statuses, and campaign results, and is automatically sent to your email for easy tracking



Hunter.io is used to find and extract verified professional emails for each company, ensuring only valid and reachable contacts are added to the workflow