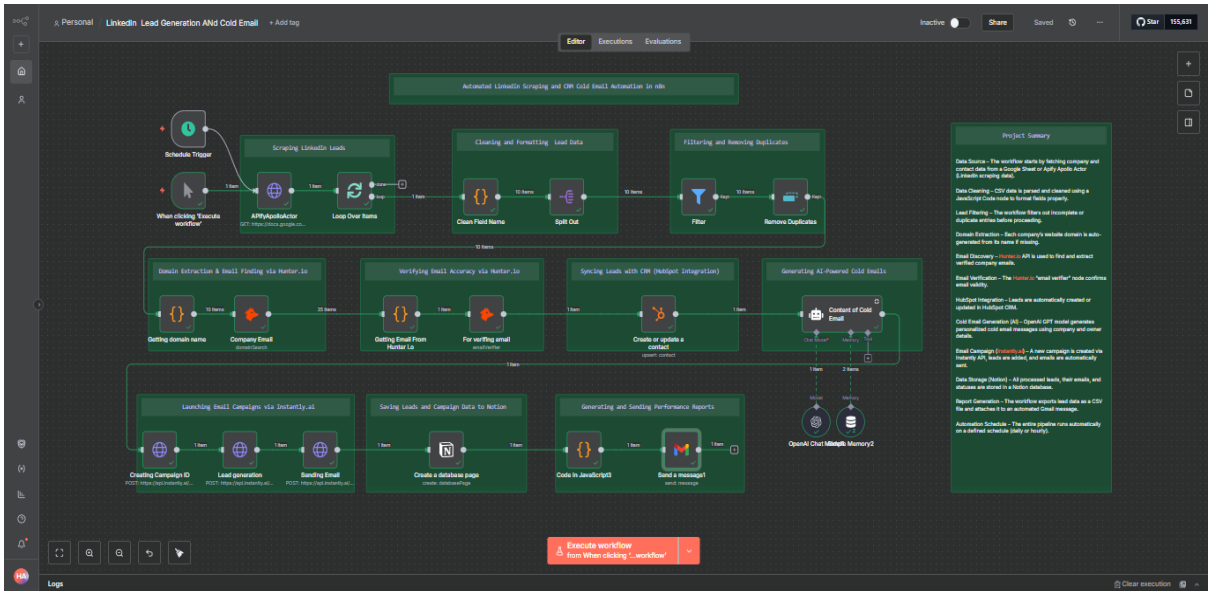
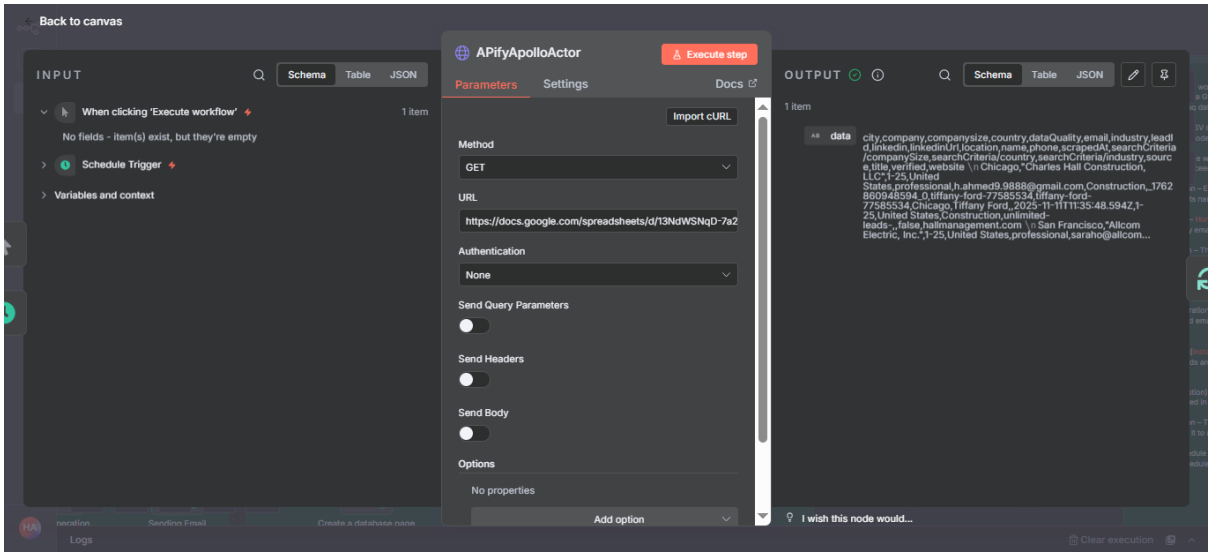
Automated LinkedIn Lead Scraping and CRM Cold Email Automation in n8n



This project automates the entire lead generation and cold outreach process from LinkedIn to CRM. It scrapes company and contact data from LinkedIn, cleans and filters the leads, extracts company domains, and finds verified emails using Hunter.io. The verified leads are synced with HubSpot CRM, where AI-generated personalized cold emails are created and sent automatically via Instantly.ai. All lead details and campaign results are stored in Notion, and a performance report is generated and sent through Gmail. The entire workflow runs on a set schedule, ensuring continuous and hands-free lead generation.

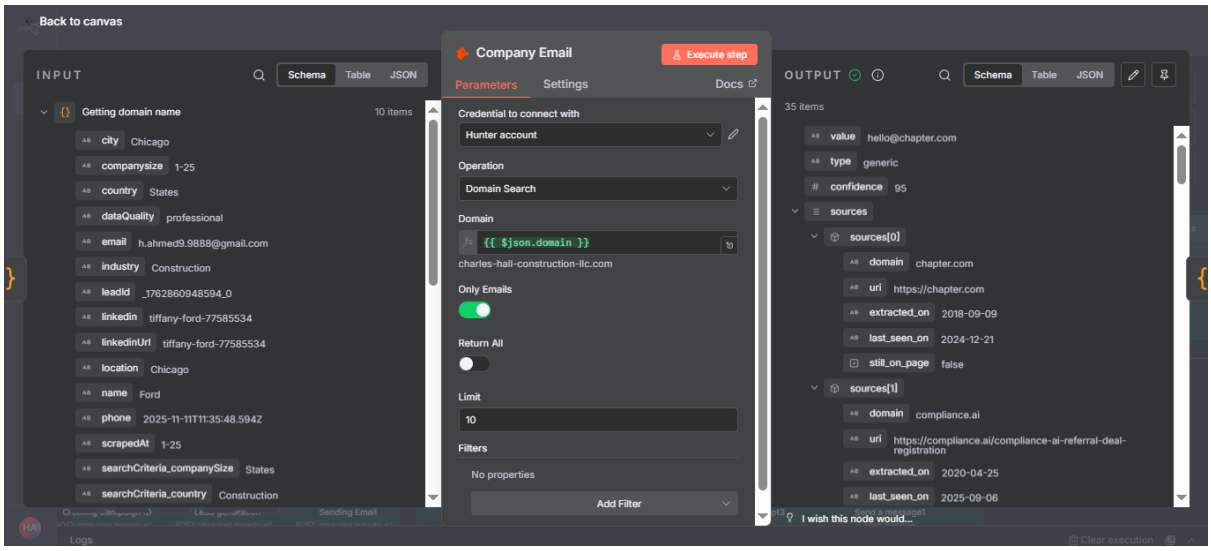
Scraping LinkedIn Leads

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.



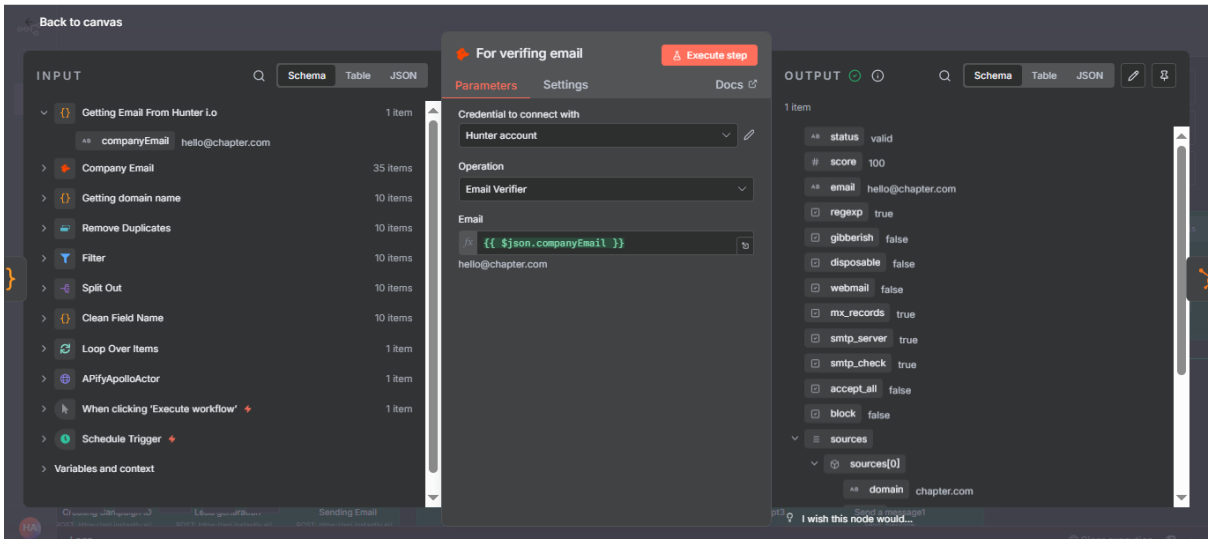
Finding Verified Emails using Hunter.io

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



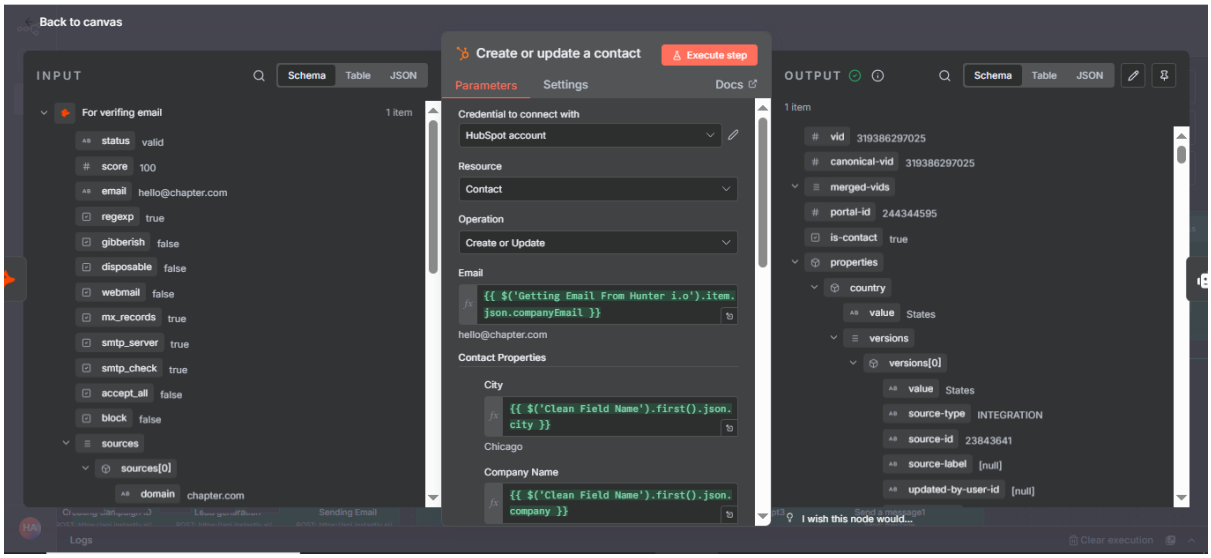
Verifying Email Accuracy

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



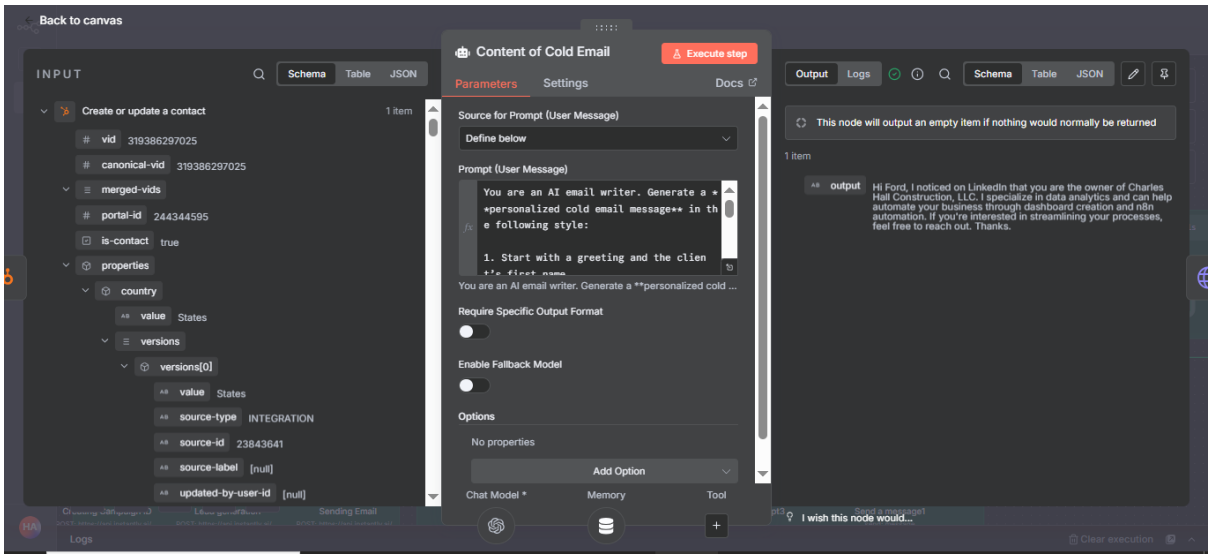
Syncing Leads with CRM (HubSpot Integration)

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



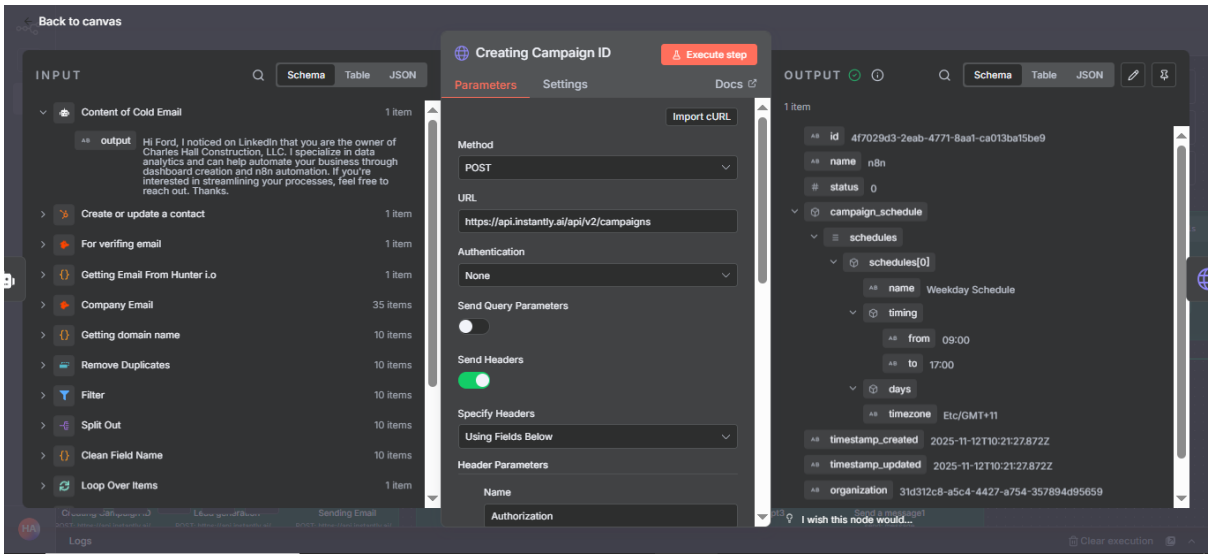
Generating AI-Powered Cold Emails

Personalized cold emails are generated using AI (OpenAI GPT), tailored to each lead's company details and role to increase engagement and response rates



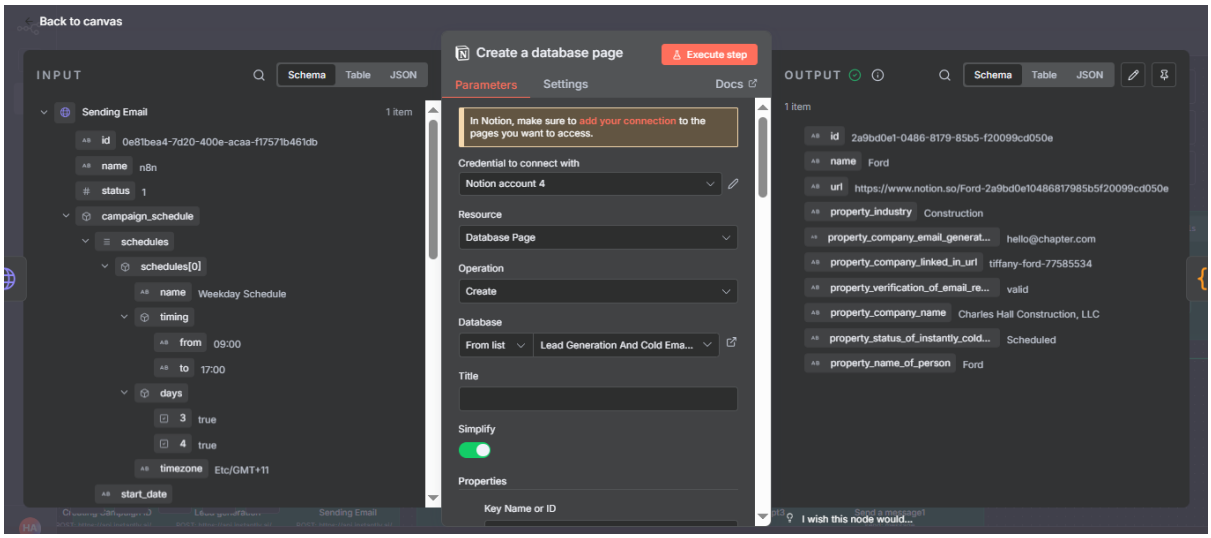
Launching Email Campaigns via Instantly.ai

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



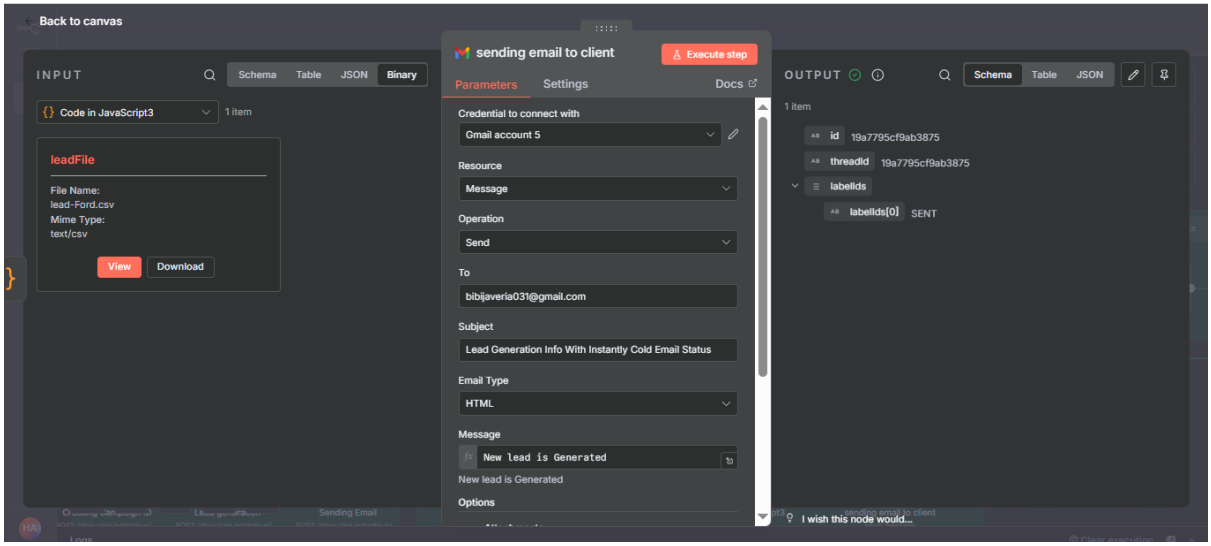
Saving Leads and Campaign Data to Notion

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



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



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