

# Prathmesh Lohar

📍 Pune, Maharashtra, India    📞 +91 9763821790    ✉ yashlohar5258@gmail.com  
🌐 [linkedin.com/in/prath9763](https://www.linkedin.com/in/prath9763)    🏠 [github.com/PROFESSOR5258](https://github.com/PROFESSOR5258)  
🌐 Personal Portfolio    🌐 Business Portfolio

## PROFESSIONAL SUMMARY

Industry-proven AI Automation Engineer with 250+ hours of expertise (57 hours structured learning, 100+ hours hands-on practice, 50+ hours troubleshooting, 50+ hours professional delivery) specializing in production-grade n8n workflows, API integrations, and intelligent automation systems that reduce operational overhead and improve business efficiency.

## TECHNICAL SKILLS

**Languages:** Python, JavaScript, SQL, HTML, CSS  
**Automation & Integration:** n8n Workflow Automation, API Integration, Webhooks, Email Automation, Data Pipeline Orchestration, Business Process Automation, Workflow Orchestration  
**AI Tools:** OpenAI API, LangChain, Prompt Engineering, Generative AI, Agentic AI  
**Enterprise APIs:** REST API Design, Gmail API, Google Sheets API, Google Drive API, Apify API, OAuth Authentication, Webhook Management  
**Automation Tools:** Serper, Apollo, SERP-API, Apify, SalesQL, ElevenLabs, Notion, Twilio, Pinecone, Redis, Supabase, Retell, VAPI, Cal.com, Lovable, Fal.ai, Snov  
**Frameworks & Libraries:** TensorFlow, PyTorch, Django, Pandas, NumPy, Scikit-learn  
**Databases & Tools:** MySQL, Oracle, Git, Docker, Jupyter Notebook, VS Code  
**Cloud Platforms:** Google Cloud Platform  
**Core Competencies:** System Integration, Error Handling, Rate Limiting, Structured Data Extraction, Production Workflows, CI/CD Full-Stack Development

## PROFESSIONAL EXPERIENCE

- AI Engineer**

Dec 2025 – Present

MOTM Technologies

Pune, India

  - Built AI-driven automation workflows using n8n and Python for internal process optimization
  - Automated business processes using API integrations, webhooks, and structured data pipelines
  - Implemented error handling and rate limiting to ensure automation reliability and system stability
- Software Intern (Python Full Stack Developer)**

Sept 2023 – Mar 2024

Anvistar ITS Pvt. Ltd.

India

  - Developed full-stack web applications using Django framework with scalable backend systems
  - Built RESTful APIs and optimized MySQL database queries improving performance by 35%
  - Implemented responsive frontend with HTML, CSS, JavaScript, Bootstrap, and jQuery

## KEY PROJECTS

- AI-Powered Lead Generation & Intelligent Query Optimization System** | [Link](#)

2025

  - Built comprehensive lead generation workflow with Google Maps scraper and AI query optimization processing 50+ leads daily
  - Engineered AI agent using GPT-4 to generate optimized search queries with primary queries, alternates, maps queries, and exclusion terms
  - Integrated Serper Maps API for location-based business discovery with intelligent pagination and Google Sheets synchronization
  - Reduced lead generation time from 2 hours to 5 minutes per campaign improving targeting accuracy by 40%
  - Tech Stack:** n8n, OpenAI GPT-4, Serper API, Google Sheets API, JavaScript, Webhooks, JSON Parsing
- RAG-Powered Business Knowledge AI & Document Intelligence System** | [Link](#)

2025

  - Architected RAG system using Pinecone vector database enabling intelligent semantic search across multiple document files

- Built dual-mode workflow: document ingestion with text splitting and embedding generation, and AI chat interface with context retrieval
- Developed AI agent with GPT-4o-mini implementing sub-second query response times with custom metadata tagging
- Enabled instant access to case details, settlement amounts, and legal decisions reducing document review time by 80%
- **Tech Stack:** n8n, OpenAI GPT-4o-mini, LangChain, Pinecone Vector DB, Chat Interface, Embeddings

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### Human-in-the-Loop AI Sales Automation & Email Revision System | [Link](#) 2025

- Designed intelligent sales automation integrating Airtable CRM, AI email generation, and human approval workflow processing 50+ leads weekly
- Built dual AI agent system: primary agent generates personalized emails using project database, revision agent refines based on feedback
- Integrated Gmail-based approval workflow with text classification determining approval or revision using Google Gemini
- Achieved high improvement in response rates through AI-assisted personalization with human oversight and quality control
- **Tech Stack:** n8n, OpenAI GPT-4, Google Gemini, Gmail API, Airtable API, LangChain, Text Classification

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## EDUCATION

<b>Bachelor of Engineering in Artificial Intelligence and Data Science</b>	Dec 2020 – Apr 2024
<i>Savitribai Phule Pune University (SPPU)</i>	<i>CGPA: 8.52/10</i>

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## CERTIFICATIONS

<b>n8n AI Agents, Automations &amp; Voice Agents   <a href="#">Udemy (57 Hours)</a>   <a href="#">Link</a></b>	2026
• Credential ID: UC-2c0132e0-800c-47c8-bbee-a1bf4e4c587f	

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## KEY ACHIEVEMENTS

- Engineered 10+ production-ready automation workflows reducing manual processing effort by 70% and saving 15+ hours weekly across business operations
- Successfully integrated 15+ external APIs including OpenAI, Pinecone, Serper, Airtable, and Gmail creating seamless end-to-end automation pipelines
- Built RAG-powered document intelligence system enabling 80% faster information retrieval across 1000+ business documents with sub-second response times
- Achieved 35% improvement in sales response rates through AI-assisted email personalization while maintaining human oversight and quality control
- Reduced lead generation time from 2 hours to 5 minutes per campaign (96% time reduction) while improving targeting accuracy by 40%
- Graduated with 8.52 CGPA in AI & Data Science demonstrating strong foundation in machine learning, neural networks, and statistical methods