Caprae Capital AI Internship Challenge

Overview

To address Caprae Capital's lead generation challenge, I built a **modular AI toolkit** in under 5 hours using a **quantity-driven approach**. The goal was to automate and enrich key steps in the sales prospecting pipeline for better speed, accuracy, and scalability.

Tools Developed

1. **Company → Domain Converter**
   - Uses Clearbit + fuzzy logic for accurate domain retrieval
   - Adds social links & logos with confidence scoring
2. **Domain → Email Guesser**
   - Generates professional email patterns (e.g., john.doe@company.com)
   - Supports bulk CSV upload and instant export
3. **LinkedIn → Email Guesser**
   - Extracts name & company from LinkedIn URLs
   - Validates emails using Hunter.io for high deliverability
4. **CSV Enrichment Tool**
   - Uploads raw CSVs and enriches them with domains, guessed emails, and validation
   - Outputs clean, downloadable files ready for CRM

Strengths and Business Value

- **Speed & Automation**: These tools significantly reduce manual work in identifying and validating leads.
- **Data Accuracy**: Real-time domain resolution + email validation enhances **email deliverability** and reduces bounce rates.
- **Scalability**: Bulk CSV processing and clean UIs allow sales teams to handle thousands of leads efficiently.
- **Modular Design**: Each tool can be used standalone or as part of a larger lead-gen workflow.
- **Integration-Ready**: Output files are clean and structured, suitable for upload into CRM systems or outbound platforms.
- **User-Centric UI**: Built with Streamlit, the tools offer intuitive interfaces for both technical and non-technical users.

Why It Matters ?

This solution aligns with Caprae's mission of AI-powered business transformation. It turns messy lead data into **actionable, high-confidence insights** — empowering smarter prospecting and stronger deal pipelines.