SHAHMEER AKBAR

BS COMPUTER SCIENCE

HubSpot Architect.

TECHNICAL ARCHITECTURE

Systems Documentation & Implementation // 2026

HUBSPOT MARKETING HUB SOFTWARE CERTIFIED

TERMINAL
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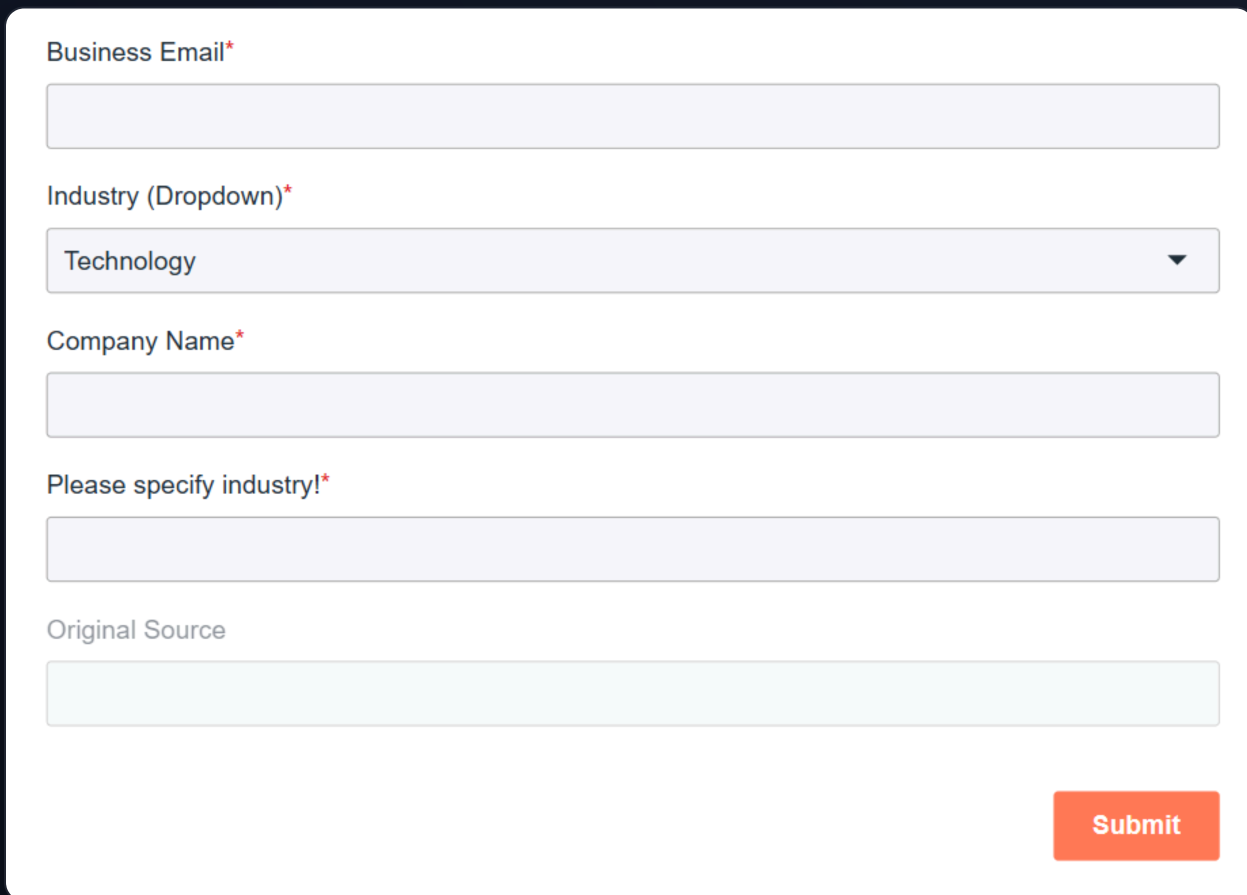
LINKEDIN
in/iemshahmeer

SYSTEM ROOT
shahmeerakbar.tech

01. LEAD CAPTURE ARCHITECTURE

Form Structure & CRM Sync

The Setup: Creating reliable forms where every field is correctly mapped to the CRM. This ensures no lead data is lost during submission.


Business Email*

Industry (Dropdown)*

Technology

Company Name*

Please specify industry!*

Original Source

Submit

- Standardized naming for all custom properties
- Real-time data syncing to HubSpot

Email Validation Logic

Validation: Blocking fake or personal emails to ensure you only collect high-value business leads.

Business Email*

shahmeer@gmail.com

Please enter a different email address. This form does not accept addresses from gmail.com.

Industry (Dropdown)*

Technology

Company Name*

Submit

- Blocks non-business email domains automatically
- Prevents low-quality database bloat

01. LEAD CAPTURE ARCHITECTURE

Smart Conditional Fields

Logic: Making forms responsive. Specific questions only appear based on previous answers.

Business Email*

eng@shahmeerakbar.tech

Industry (Dropdown)*

Other

Company Name*

Please specify industry!*

Submit

- Higher conversion rates through shorter forms
- Captures deep technical details only when relevant

Data Cleaning & Formatting

The Process: Cleaning messy Excel/CSV data before it enters the CRM.

	A	B	C	D	E	F
1	First Name	Last Name	Email	Country	Budget	Date of Inquiry
2	Shahmeer	Khan	shahmeer@work.com	USA	5000	1/15/2026
3	jane	doe	jane@gmail.com	United States	10,000	2026-01-16
4	Mike	Jones	MIKE@GMAIL.COM	US	N/A	Jan 17 26
5	SARAH	Smith	sarah@yahoo.com	United Kingdom	2500	18/01/26
6		Wilson	tom@company.com	UK	4500	2026/01/18
7	Shahmeer	Khan	shahmeer@work.com	United States	$5,000	01/15/2026

BEFORE: UNFORMATTED & MESSY DATA

Table1

1	First Name	Last Name	Email	Country	Budget	Date of Inquiry
2	Shahmeer	Khan	shahmeer@work.com	United States	5000	1/15/2026
3	Jane	Doe	jane@gmail.com	United States	10000	1/16/2026
4	Mike	Jones	mike@gmail.com	United States		1/17/2026
5	Sarah	Smith	sarah@yahoo.com	United Kingdom	2500	1/18/2026
6		Wilson	tom@company.com	United Kingdom	4500	1/18/2026

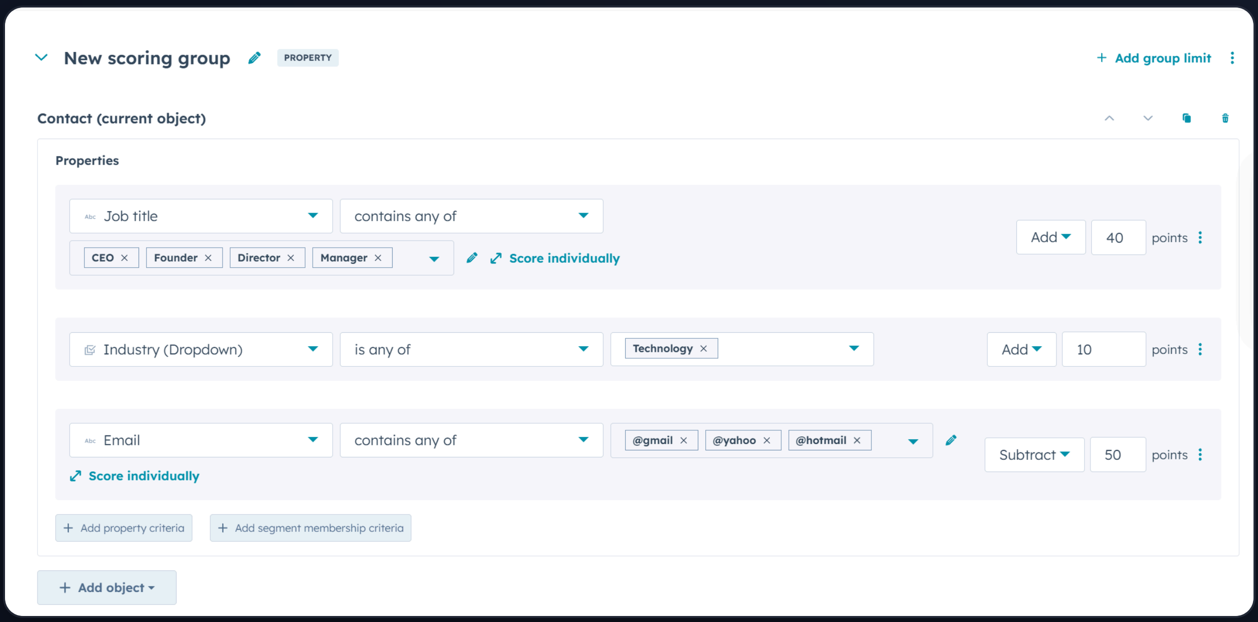
AFTER: CLEAN & STANDARDIZED DATA

- Standardized phone and date formats
- Removal of duplicate records

03. BEHAVIORAL INTELLIGENCE

Lead Scoring: Profile Fit

Fit Scoring: Automatically identifying high-value leads based on company size and job title.

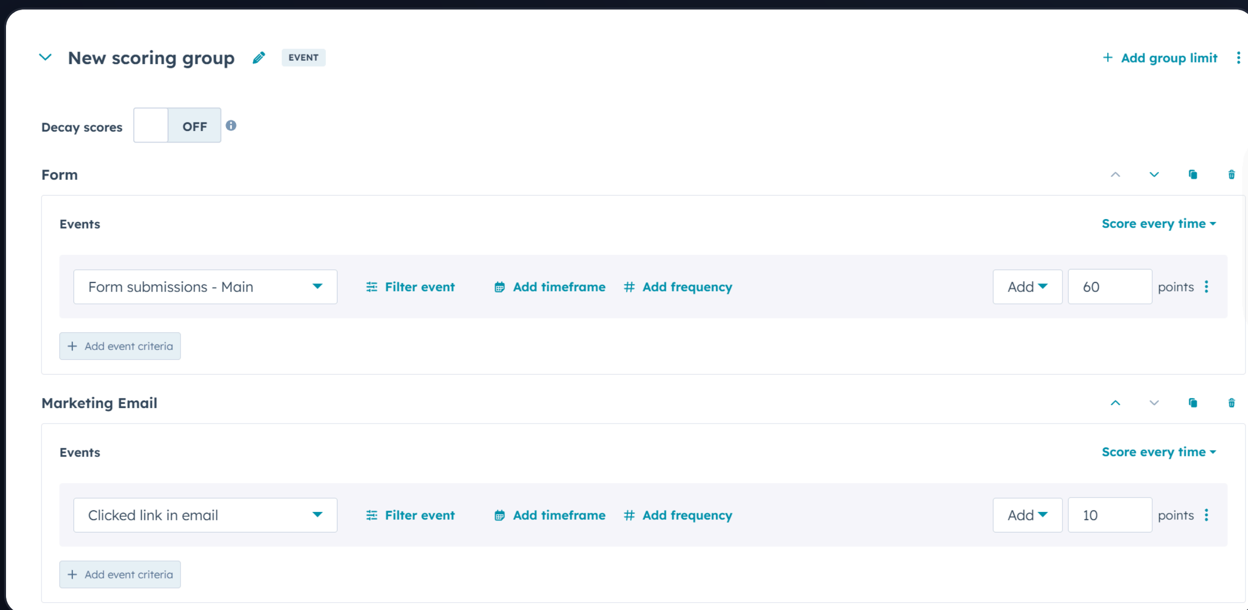


- Prioritizes decision-makers automatically
- Filters out irrelevant signups

03. BEHAVIORAL INTELLIGENCE

Lead Scoring: Intent Engine

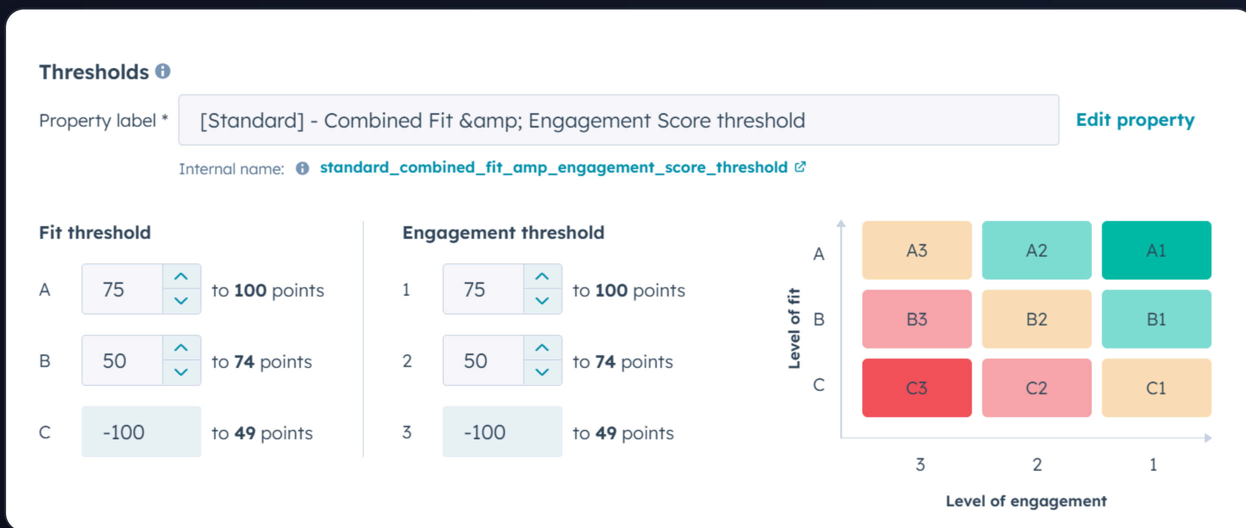
Intent Tracking: Monitoring actions like pricing page visits to identify "hot" prospects.



- Real-time score increases for high-intent actions
- Score decay for leads that become inactive

Handoff Thresholds

The Trigger: Defining the exact point when a lead moves from Marketing to Sales.

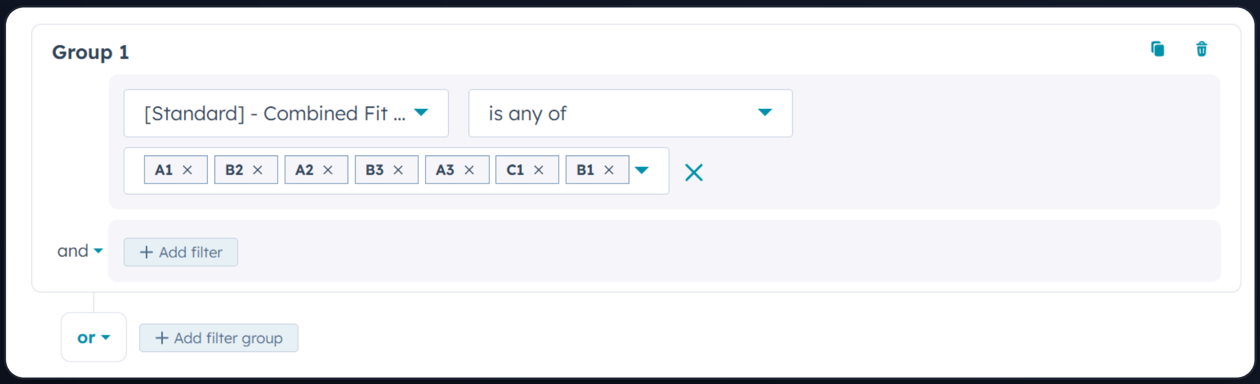


- Eliminates guesswork for the Sales team
- Ensures fast response times

04. AUTOMATION & SEGMENTATION

Dynamic Database Lists

Lists: Creating smart lists that update themselves in real-time.

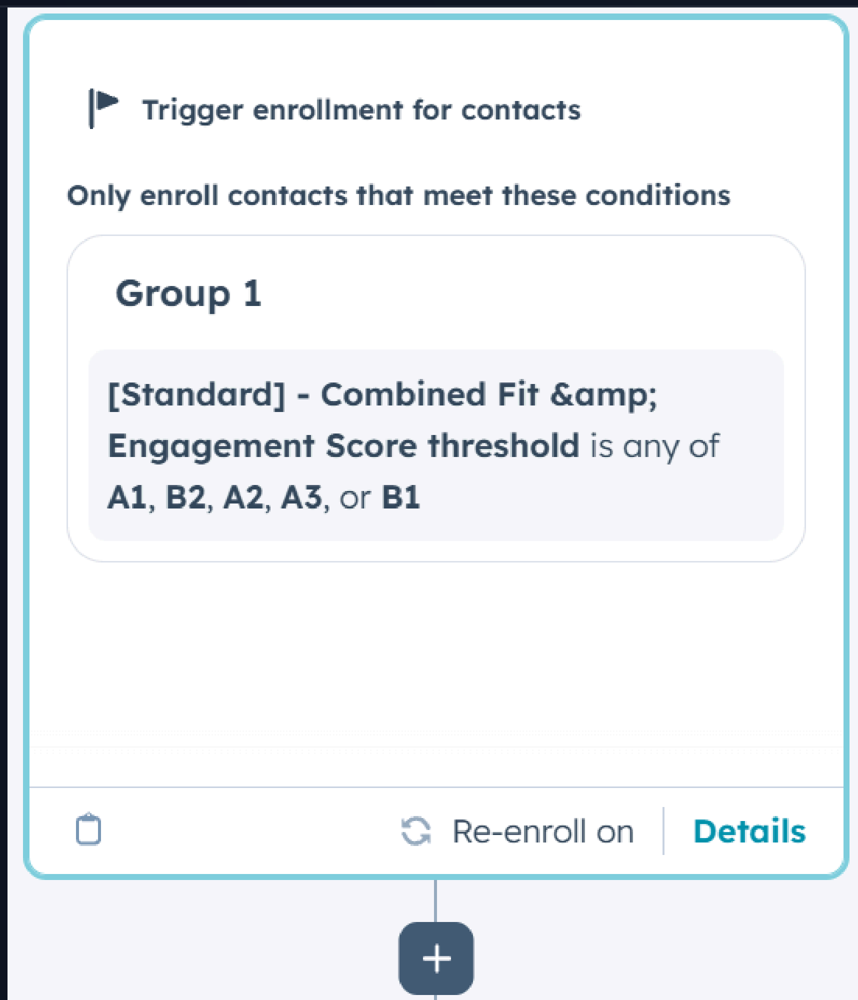


- Powers automated, targeted marketing campaigns
- Zero manual maintenance required

05. LIFECYCLE AUTOMATION

Automated Lead Routing

Handoff: Workflows that instantly assign leads and send internal alerts.

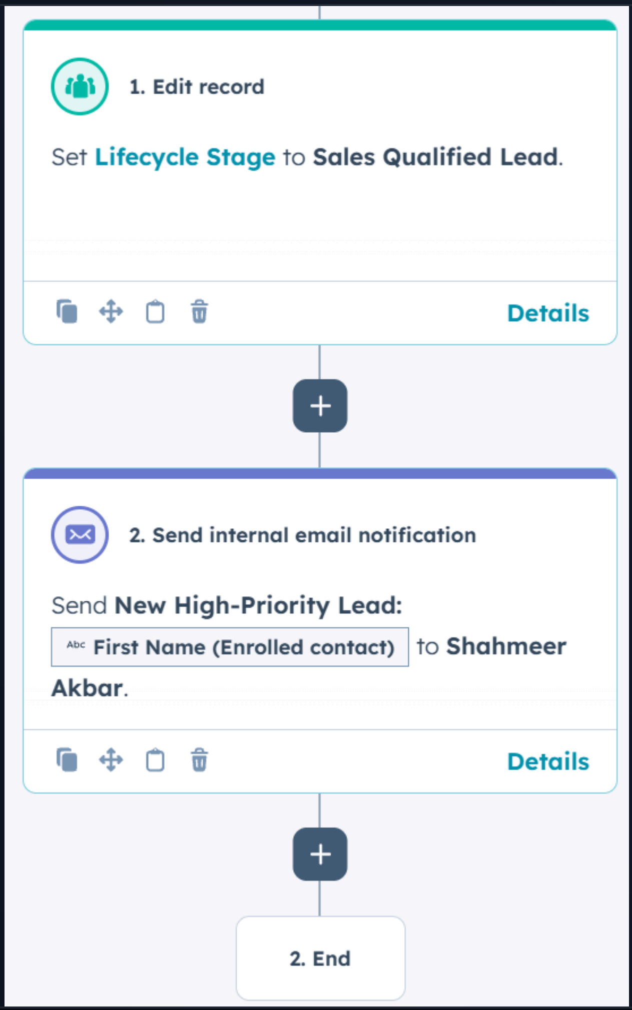


- Faster Sales follow-up
- Automatic ownership assignment

05. LIFECYCLE AUTOMATION

Lead Nurture Logic

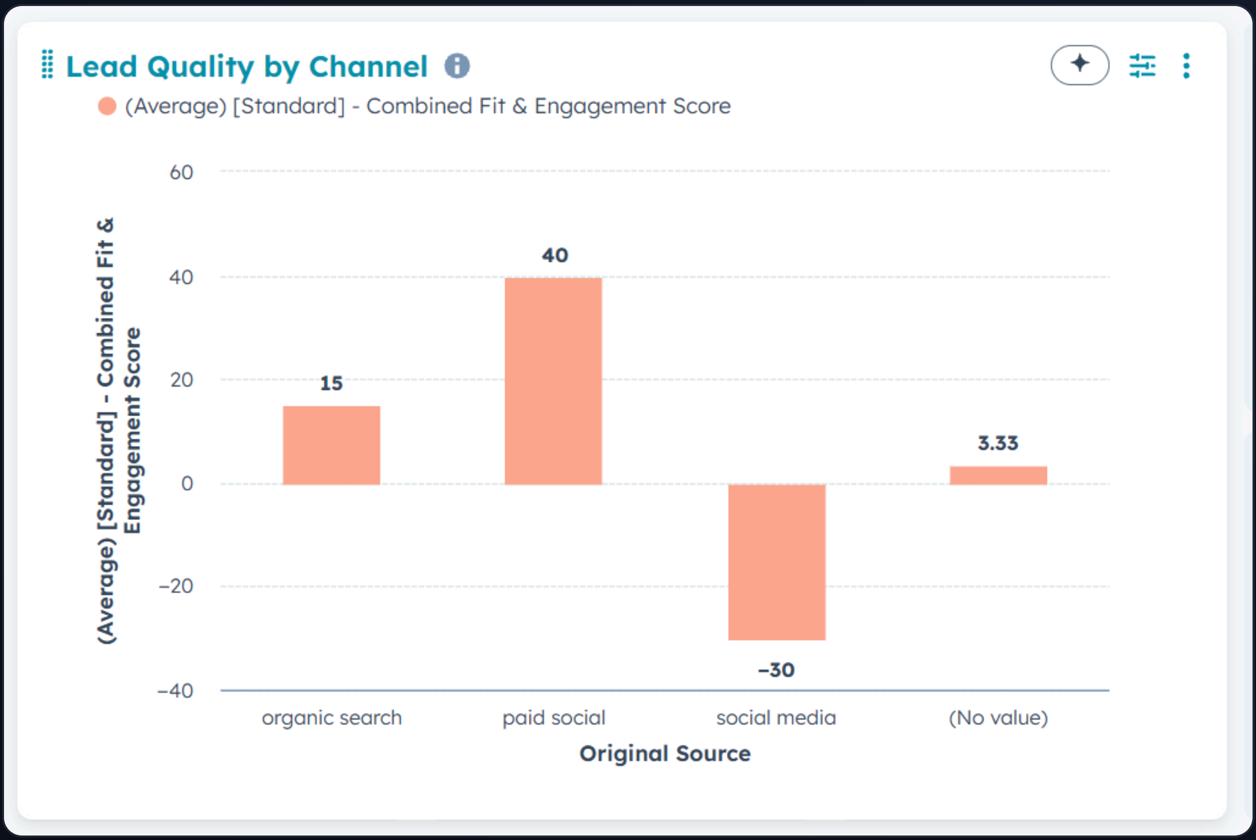
Retention: Keeping leads interested with automated follow-ups.



- Prevents "lost" leads
- Recycles leads back to sales

ROI Dashboards

Reporting: Custom visuals that prove which channels drive revenue.



- Real-time performance tracking
- Visualizes database health