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{
  "name": "Lead Qualification & SDR Assignment System - FINAL",
  "nodes": [
    {
      "parameters": {
        "httpMethod": "POST",
        "path": "calendly-demo-signup",
        "responseMode": "responseNode"
      },
      "id": "calendly-webhook",
      "name": "Calendly Demo Signup",
      "type": "n8n-nodes-base.webhook",
      "typeVersion": 1,
      "position": [200, 400],
      "webhookId": "calendly-demo-webhook"
    },
    {
      "parameters": {
        "jsCode": "// Extract Calendly webhook data with error
handling\ntry {\n  const webhookData = $input.all()[0].json;\n\n  let leadData = {\n    email: webhookData.email || '',\n    name:
webhookData.name || '',\n    company: webhookData.company || '',\n
job_title: webhookData.job_title || '',\n    phone:
webhookData.phone || '',\n    received_at: new
Date().toISOString(),\n    session_id:
`${Date.now()}_${Math.random().toString(36).substr(2, 9)}`,\n
processing_stage: 'data_extraction'\n  };\n\n  // Handle Calendly
webhook format if needed\n  if (webhookData.payload &&
webhookData.payload.invitee) {\n    const invitee =
webhookData.payload.invitee;\n    leadData.email = invitee.email
|| leadData.email;\n    leadData.name = invitee.name ||
leadData.name;\n    \n    // Extract from questions and answers\n
if (invitee.questions_and_answers) {\n
invitee.questions_and_answers.forEach(qa => {\n      const
question = qa.question.toLowerCase();\n      if
(question.includes('company')) {\n        leadData.company =
qa.answer;\n      } else if (question.includes('title') ||
question.includes('role')) {\n        leadData.job_title =
qa.answer;\n      }\n    });\n  }\n\n  // Validate
required fields\n  if (!leadData.email || !leadData.name) {\n
throw new Error('Missing required fields: email and name are
mandatory');\n  }\n\n  // Clean data\n  leadData.email =
leadData.email.toLowerCase().trim();\n  leadData.name =
leadData.name.trim();\n  leadData.company =
leadData.company.trim();\n  leadData.job_title =
leadData.job_title.trim();\n\n  return [{ json: leadData }];\n
\n} catch (error) {\n  return [{\n    json: {\n      error:
true,\n      error_message: error.message,\n      node_name:

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'Extract Lead Data',\n      timestamp: new Date().toISOString()\n}\n  };\n}
    },
    "id": "extract-lead-data",
    "name": "Extract Lead Data",
    "type": "n8n-nodes-base.code",
    "typeVersion": 2,
    "position": [400, 400]
  },
  {
    "parameters": {
      "url":
"https://nubela.co/proxycurl/api/linkedin/person/resolve",
      "sendQuery": true,
      "queryParameters": {
        "parameters": [
          {
            "name": "first_name",
            "value": "={{ $json.name.split(' ')[0] }}"
          },
          {
            "name": "last_name",
            "value": "={{ $json.name.split(' ').slice(1).join('
') }}"
          },
          {
            "name": "company_name",
            "value": "={{ $json.company }}"
          }
        ]
      },
      "options": {
        "response": {
          "response": {
            "responseFormat": "json"
          }
        }
      }
    },
    "id": "linkedin-lookup",
    "name": "LinkedIn Profile Lookup",
    "type": "n8n-nodes-base.httpRequest",
    "typeVersion": 4.1,
    "position": [600, 300],
    "continueOnFail": true
  },
  {
    "parameters": {

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    "url": "https://company.clearbit.com/v1/domains/find",
    "sendQuery": true,
    "queryParameters": {
      "parameters": [
        {
          "name": "name",
          "value": "={{ $('Extract Lead
Data').item.json.company }}"
        }
      ]
    },
    "options": {
      "response": {
        "response": {
          "responseFormat": "json"
        }
      }
    }
  },
  "id": "company-enrichment",
  "name": "Company Data Enrichment",
  "type": "n8n-nodes-base.httpRequest",
  "typeVersion": 4.1,
  "position": [600, 500],
  "continueOnFail": true
},
{
  "parameters": {
    "operation": "read",
    "documentId": "your-icp-qualification-sheet-id",
    "sheetName": "ICP Criteria",
    "options": {}
  },
  "id": "fetch-icp-criteria",
  "name": "Fetch ICP Qualification Criteria",
  "type": "n8n-nodes-base.googleSheets",
  "typeVersion": 4,
  "position": [800, 400],
  "continueOnFail": true
},
{
  "parameters": {
    "jsCode": "// Robust Dynamic Qualification Engine with
Error Handling\ntry {\n  // Safely get data from previous nodes\n  let leadData = {};\n  let linkedinData = {};\n  let companyData =
{};\n  let icpCriteria = [];\n\n  try {\n    leadData = $('Extract
Lead Data').item.json;\n  } catch (error) {\n    throw new
Error('Extract Lead Data node failed or missing');\n  }\n\n  try

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{\n    linkedinData = $('LinkedIn Profile Lookup').item.json ||
{};\n } catch (error) {\n    console.log('LinkedIn lookup failed,
continuing without LinkedIn data');\n    linkedinData = {};\n
}\n\n try {\n    companyData = $('Company Data
Enrichment').item.json || {};\n } catch (error) {\n
console.log('Company enrichment failed, continuing without company
data');\n    companyData = {};\n }\n\n try {\n    icpCriteria =
$('Fetch ICP Qualification Criteria').item.json || [];\n } catch
(error) {\n    console.log('ICP criteria fetch failed, using
fallback qualification');\n    icpCriteria = [];\n }\n\n //
Initialize scoring\n let score = 0;\n let persona = 'P3';\n let
reasoning = [];\n\n // Extract company size with safe defaults\n
let companySize = 50;\n if (companyData && companyData.employees)
{\n    companySize = companyData.employees;\n } else if
(linkedinData && linkedinData.experiences &&
linkedinData.experiences[0]) {\n    companySize = 100;\n }\n\n
// Determine seniority level\n const jobTitle =
(leadData.job_title || '').toLowerCase();\n let seniorityLevel =
'individual-contributor';\n \n if (jobTitle.includes('ceo') ||
jobTitle.includes('founder') || jobTitle.includes('chief')) {\n
seniorityLevel = 'c-level';\n } else if (jobTitle.includes('vp')
|| jobTitle.includes('vice president')) {\n    seniorityLevel =
'vp';\n } else if (jobTitle.includes('director') ||
jobTitle.includes('head')) {\n    seniorityLevel = 'director';\n
} else if (jobTitle.includes('manager') ||
jobTitle.includes('lead')) {\n    seniorityLevel = 'manager';\n
}\n\n // Get industry\n const industry = (companyData &&
companyData.category) || \n                                (linkedinData &&
linkedinData.industry) || \n                                'unknown';\n\n //
Use ICP criteria if available, otherwise use fallback\n if
(icpCriteria && Array.isArray(icpCriteria) && icpCriteria.length >
0) {\n    reasoning.push('Using ICP criteria from sheet');\n    \n
icpCriteria.forEach(criterion => {\n        if (!criterion)
return;\n        \n        const criteriaName = criterion.Criteria ||
criterion.criteria || 'Unknown';\n        const weight =
parseFloat(criterion.Weight || criterion.weight || 0);\n
const fieldToCheck = criterion.Field_To_Check ||
criterion.field_to_check || '';\n        \n        if (!weight ||
!fieldToCheck) return;\n        \n        let points = 0;\n        let
matched = 'none';\n        \n        if (fieldToCheck ===
'company_size') {\n            const p1Req = (criterion.P1_Requirement
|| criterion.p1_requirement || '').toString();\n            const
p2Req = (criterion.P2_Requirement || criterion.p2_requirement ||
'').toString();\n            \n            if (p1Req.includes('>=')) {\n
const threshold = parseInt(p1Req.replace('>=', '').trim());\n
if (companySize >= threshold) {\n                points = weight;\n
matched = 'P1';\n            }\n            }\n            \n            if
(matched === 'none' && p2Req.includes('-')) {\n                const

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range = p2Req.split('-');\n                if (range.length === 2) {\n
const min = parseInt(range[0].trim());\n                const max =\n
parseInt(range[1].trim());\n                if (companySize >= min &&\n
companySize <= max) {\n                points = weight * 0.7;\n
matched = 'P2';\n                }\n                }\n                }\n                \n
if (matched === 'none') {\n                points = weight * 0.3;\n
matched = 'P3';\n                }\n                } else if (fieldToCheck ===\n
'seniority_level') {\n                const p1Req =\n
(criteria.P1_Requirement || criterion.p1_requirement ||\n
'').toLowerCase();\n                const p2Req =\n
(criteria.P2_Requirement || criterion.p2_requirement ||\n
'').toLowerCase();\n                \n                if\n
(p1Req.includes(seniorityLevel)) {\n                points = weight;\n
matched = 'P1';\n                } else if\n
(p2Req.includes(seniorityLevel)) {\n                points = weight *\n
0.7;\n                matched = 'P2';\n                } else {\n
points = weight * 0.3;\n                matched = 'P3';\n                }\n
} else if (fieldToCheck === 'industry') {\n                const p1Req =\n
(criteria.P1_Requirement || criterion.p1_requirement ||\n
'').toLowerCase();\n                const p2Req =\n
(criteria.P2_Requirement || criterion.p2_requirement ||\n
'').toLowerCase();\n                \n                if (p1Req &&\n
p1Req.split(',').some(ind =>\n
industry.toLowerCase().includes(ind.trim()))) {\n                points\n
= weight;\n                matched = 'P1';\n                } else if (p2Req &&\n
p2Req.split(',').some(ind =>\n
industry.toLowerCase().includes(ind.trim()))) {\n                points\n
= weight * 0.7;\n                matched = 'P2';\n                } else {\n
points = weight * 0.3;\n                matched = 'P3';\n                }\n
}\n                \n                score += points;\n                if (points > 0) {\n
reasoning.push(`${criteriaName}: ${matched} match\n
(+${Math.round(points)} points)`);\n                }\n                });\n                } else {\n
// Fallback scoring logic\n                reasoning.push('Using fallback\n
qualification (ICP sheet unavailable)');\n                \n                if\n
(companySize >= 500) {\n                score += 40;\n
reasoning.push(`Large company (${companySize} employees) = +40\n
points`);\n                } else if (companySize >= 50) {\n                score +=\n
25;\n                reasoning.push(`Mid-size company (${companySize}\n
employees) = +25 points`);\n                } else {\n                score += 10;\n
reasoning.push(`Small company (${companySize} employees) = +10\n
points`);\n                }\n                \n                if (seniorityLevel === 'c-level') {\n
score += 35;\n                reasoning.push('C-level title = +35\n
points`);\n                } else if (seniorityLevel === 'vp') {\n                score\n
+= 30;\n                reasoning.push('VP level = +30 points`);\n                } else\n
if (seniorityLevel === 'director') {\n                score += 25;\n
reasoning.push('Director level = +25 points`);\n                } else if\n
(seniorityLevel === 'manager') {\n                score += 15;\n
reasoning.push('Manager level = +15 points`);\n                } else {\n

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score += 5;\n      reasoning.push('Individual contributor = +5
points');\n    }\n    \n    const targetIndustries =
['technology', 'software', 'saas', 'fintech'];\n    if
(targetIndustries.some(target =>
industry.toLowerCase().includes(target))) {\n      score += 25;\n
reasoning.push(`Target industry (${industry}) = +25 points`);\n
} else {\n      score += 5;\n      reasoning.push(`Non-target
industry (${industry}) = +5 points`);\n    }\n  }\n  \n  //
Determine persona\n  if (score >= 70) {\n    persona = 'P1';\n  }
else if (score >= 40) {\n    persona = 'P2';\n  } else {\n
persona = 'P3';\n  }\n  \n  const qualifiedLead = {\n
...leadData,\n    linkedin_data: {\n      profile_url:
(linkedinData && linkedinData.linkedin_profile_url) || '',\n
headline: (linkedinData && linkedinData.headline) || '',\n
industry: (linkedinData && linkedinData.industry) || '',\n
company_data: {\n      domain: (companyData && companyData.domain)
|| '',\n      employees: companySize,\n      industry: industry,\n
revenue: (companyData && companyData.revenue) || 'Unknown'\n
},\n    lead_characteristics: {\n      company_size:
companySize,\n      seniority_level: seniorityLevel,\n
industry: industry\n    },\n    qualification: {\n      persona:
persona,\n      score: Math.round(score),\n      reasoning:
reasoning,\n      qualified_at: new Date().toISOString()\n    },\n
processing_stage: 'qualified'\n  };\n  \n  return [{ json:
qualifiedLead }];\n}\n} catch (error) {\n  return [{\n    json: {\n
error: true,\n      error_message: error.message,\n
error_stack: error.stack,\n      node_name: 'Dynamic Lead
Qualification Engine',\n      timestamp: new
Date().toISOString()\n    }\n  }];\n}"
},
{id: "qualification-engine",
name: "Dynamic Lead Qualification Engine",
type: "n8n-nodes-base.code",
typeVersion: 2,
position: [1000, 400]
},
{
  "parameters": {
    "jsCode": "// SDR Assignment Engine with Your Team
Priority Order\ntry {\n  let lead = {};\n  try {\n    lead =
$('Dynamic Lead Qualification Engine').item.json;\n  } catch
(error) {\n    throw new Error('Dynamic Lead Qualification Engine
node failed or missing');\n  }\n  \n  if (!lead ||
!lead.qualification || !lead.qualification.persona) {\n    throw
new Error('Invalid lead data: missing qualification or
persona');\n  }\n  \n  const persona =
lead.qualification.persona;\n  \n  // Your SDR team in priority
order\n  const sdrTeam = [\n    {\n      id: 'owais_tariq', \n

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name: 'Owais Tariq', \n      email: 'owais@yourcompany.com', \n
calendar_id: 'owais@yourcompany.com', \n      priority: 1,\n
current_load: 10,\n      max_capacity: 15,\n      available:
true\n      },\n      { \n      id: 'sahil_gill', \n      name: 'Sahil
Gill', \n      email: 'sahil@yourcompany.com', \n
calendar_id: 'sahil@yourcompany.com', \n      priority: 2,\n
current_load: 12,\n      max_capacity: 15,\n      available:
true\n      },\n      { \n      id: 'wajahat_mirza', \n      name:
'Wajahat Mirza', \n      email: 'wajahat@yourcompany.com', \n
calendar_id: 'wajahat@yourcompany.com', \n      priority: 3,\n
current_load: 8,\n      max_capacity: 15,\n      available: true\n
},\n      { \n      id: 'prasanthi_basava', \n      name: 'Prasanthi
Basava', \n      email: 'prasanthi@yourcompany.com', \n
calendar_id: 'prasanthi@yourcompany.com', \n      priority: 4,\n
current_load: 9,\n      max_capacity: 15,\n      available: true\n
},\n      { \n      id: 'ashish_gururaj', \n      name: 'Ashish
Gururaj', \n      email: 'ashish@yourcompany.com', \n
calendar_id: 'ashish@yourcompany.com', \n      priority: 5,\n
current_load: 11,\n      max_capacity: 15,\n      available:
true\n      },\n      { \n      id: 'albert_nam', \n      name:
'Albert Nam', \n      email: 'albert@yourcompany.com', \n
calendar_id: 'albert@yourcompany.com', \n      priority: 6,\n
current_load: 7,\n      max_capacity: 15,\n      available: true\n
}\n ];\n\n // Assignment strategy based on persona\n let
startIndex = 0;\n let assignmentReason = ''; \n if (persona
=== 'P1') {\n      startIndex = 0; // Start with Owais\n
assignmentReason = 'P1 lead - starting with highest priority
SDR';\n } else if (persona === 'P2') {\n      startIndex = 1; //
Start with Sahil\n      assignmentReason = 'P2 lead - starting with
second priority SDR';\n } else {\n      startIndex = 2; // Start
with Wajahat\n      assignmentReason = 'P3 lead - starting with
third priority SDR';\n }\n\n // Find first available SDR\n let
selectedSDR = null;\n let fallbackUsed = false;\n\n for (let i =
startIndex; i < sdrTeam.length; i++) {\n      const sdr =
sdrTeam[i];\n      if (sdr.available && sdr.current_load <
sdr.max_capacity) {\n          selectedSDR = sdr;\n          break;\n
}\n }\n\n if (!selectedSDR) {\n      fallbackUsed = true;\n      for
(let i = 0; i < startIndex; i++) {\n          const sdr =
sdrTeam[i];\n          if (sdr.available && sdr.current_load <
sdr.max_capacity) {\n              selectedSDR = sdr;\n              break;\n
}\n      }\n }\n\n if (!selectedSDR) {\n      selectedSDR =
sdrTeam.sort((a, b) => a.current_load - b.current_load)[0];\n
fallbackUsed = true;\n }\n\n // Calculate meeting schedule\n
const scheduleDays = persona === 'P1' ? 0 : persona === 'P2' ? 1 :
2;\n const scheduledDate = new Date();\n
scheduledDate.setDate(scheduledDate.getDate() + scheduleDays);\n
\n if (scheduledDate.getHours() < 9 || scheduledDate.getHours()
>= 17) {\n      scheduledDate.setHours(14, 0, 0, 0);\n }\n\n const

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meetingEnd = new Date(scheduledDate);\n
meetingEnd.setMinutes(meetingEnd.getMinutes() + 15); // All
meetings 15 minutes\n\n const assignment = {\n    ...lead,\nassignment: {\n    sdr_id: selectedSDR.id,\n    sdr_name:\nselectedSDR.name,\n    sdr_email: selectedSDR.email,\n    sdr_calendar_id: selectedSDR.calendar_id,\n    sdr_priority:\nselectedSDR.priority,\n    assigned_at: new\nDate().toISOString(),\n    assignment_reason: `${persona} lead\nassigned to ${selectedSDR.name} (Priority\n${selectedSDR.priority}, Load:\n${selectedSDR.current_load}/${selectedSDR.max_capacity})`,\n    fallback_used: fallbackUsed,\n    original_strategy:\nassignmentReason\n    },\n    meeting: {\n    start_time:\nscheduledDate.toISOString(),\n    end_time:\nmeetingEnd.toISOString(),\n    duration_minutes: 15,\n    priority: persona === 'P1' ? 'high' : persona === 'P2' ? 'medium'\n: 'low',\n    title: `${persona} Demo - ${lead.name ||\n'Unknown'} (${lead.company || 'Unknown Company'})`,\n    description: `${persona} Priority Demo Call\\n\\nLead: ${lead.name\n|| 'Unknown'}\\nCompany: ${lead.company || 'Unknown'}\\nTitle:\n${lead.job_title || 'Unknown'}\\nScore:\n${lead.qualification.score}/100\\n\\nAssigned to:\n${selectedSDR.name} (Priority ${selectedSDR.priority})`,\n    scheduled_for_days: scheduleDays\n    },\n    processing_stage:\n'assigned'\n    };\n\n    console.log(`Assigned ${persona} lead\n(${lead.name}) to ${selectedSDR.name} (Priority\n${selectedSDR.priority})`);\n\n    return [{ json: assignment\n}];\n\n} catch (error) {\n    console.error('SDR Assignment Error:',\nerror.message);\n\n    return [{\n        json: {\n        error:\ntrue,\n        error_message: error.message,\n        error_stack:\nerror.stack,\n        node_name: 'SDR Assignment Engine',\n        timestamp: new Date().toISOString()\n        }\n    }];\n}"}\n    },\n    "id": "sdr-assignment",\n    "name": "SDR Assignment Engine",\n    "type": "n8n-nodes-base.code",\n    "typeVersion": 2,\n    "position": [1200, 400]\n  },\n  {\n    "parameters": {\n      "jsCode": "// Mock Calendar Creation (No OAuth2\nrequired)\n\ntry {\n  const assignment = $('SDR Assignment\nEngine').item.json;\n\n  const mockEvent = {\n    ...assignment,\n    calendar_event: {\n      id: `mock_event_${Date.now()}`, \n      status: 'confirmed', \n      htmlLink:\n'https://calendar.google.com/calendar/mock-event', \n      hangoutLink: 'https://meet.google.com/abc-defg-hij', \n
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created: new Date().toISOString(),\n          summary:
assignment.meeting.title,\n          start: {\n          dateTime:
assignment.meeting.start_time\n          },\n          end: {\n
dateTime: assignment.meeting.end_time\n          },\n          attendees:
[\n          {\n          email: assignment.assignment.sdr_email,\n
displayName: assignment.assignment.sdr_name\n          },\n
{\n          email: assignment.email,\n          displayName:
assignment.name\n          }\n          ],\n          calendar_created:
true,\n          processing_stage: 'calendar_complete'\n          };
\n\n console.log(`Mock calendar event created for ${assignment.name}
with ${assignment.assignment.sdr_name}`);\n\n return [{ json:
mockEvent }];\n\n\n} catch (error) {\n\n return [{\n\n json: {\n
error: true,\n          error_message: error.message,\n
node_name: 'Mock Calendar Creation',\n          timestamp: new
Date().toISOString()\n          }\n          }];\n\n}"
},
{
  "id": "create-calendar-event",
  "name": "Mock Calendar Creation",
  "type": "n8n-nodes-base.code",
  "typeVersion": 2,
  "position": [1400, 400]
},
{
  "parameters": {
    "operation": "append",
    "documentId": "your-lead-tracking-sheet-id",
    "sheetName": "Lead Pipeline",
    "columns": {
      "mappingMode": "defineBelow",
      "value": {
        "timestamp": "=({{ $json.received_at }})",
        "session_id": "=({{ $json.session_id }})",
        "name": "=({{ $json.name }})",
        "email": "=({{ $json.email }})",
        "company": "=({{ $json.company }})",
        "job_title": "=({{ $json.job_title }})",
        "phone": "=({{ $json.phone }})",
        "persona": "=({{ $json.qualification.persona }})",
        "score": "=({{ $json.qualification.score }})",
        "company_size": "=({{
$json.lead_characteristics.company_size }})",
        "seniority": "=({{
$json.lead_characteristics.seniority_level }})",
        "industry": "=({{ $json.lead_characteristics.industry
}})",
        "assigned_sdr": "=({{ $json.assignment.sdr_name }})",
        "sdr_priority": "=({{ $json.assignment.sdr_priority
}})",

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        "meeting_time": "={{ $json.meeting.start_time }}",
        "meeting_priority": "={{ $json.meeting.priority }}",
        "duration_minutes": "15",
        "qualification_reasoning": "={{
$json.qualification.reasoning.join('; ') }}",
        "assignment_reason": "={{
$json.assignment.assignment_reason }}",
        "fallback_used": "={{ $json.assignment.fallback_used
}}",

        "linkedin_profile": "={{
$json.linkedin_data.profile_url }}",
        "calendar_event_id": "={{ $json.calendar_event.id }}",
        "status": "scheduled",
        "created_at": "={{ DateTime.now().toISO() }}"
    }
}
},
{id": "update-tracking",
"name": "Update Lead Tracking Sheet",
"type": "n8n-nodes-base.googleSheets",
"typeVersion": 4,
"position": [1600, 300]
},
{
    "parameters": {
        "url":
"https://hooks.slack.com/services/YOUR/SLACK/WEBHOOK",
        "sendBody": true,
        "bodyParameters": {
            "parameters": [
                {
                    "name": "text",
                    "value": ":dart: *NEW {{ $json.qualification.persona
}} LEAD ASSIGNED*\n\n:bust_in_silhouette: *Lead Details:*\n\n•
*Name:* {{ $json.name }} ({{ $json.job_title }})\n\n• *Company:* {{
$json.company }} ({{ $json.lead_characteristics.company_size }}
employees)\n\n• *Industry:* {{ $json.lead_characteristics.industry
}}\n\n• *Score:* {{ $json.qualification.score
}}/100\n\n:technologist: *Assignment:*\n\n• *SDR:* {{
$json.assignment.sdr_name }} (Priority #{{
$json.assignment.sdr_priority }})\n\n• *Meeting:* {{
DateTime.fromISO($json.meeting.start_time).toFormat('EEE, MMM dd
at h:mm a') }}\n\n• *Duration:* 15 minutes\n\n• *Priority:* {{
$json.meeting.priority }}\n\n:clipboard: *Top
Qualifications:*\n\n{{ $json.qualification.reasoning.slice(0,
2).join('\n') }}\n\n:white_check_mark: {{
$json.assignment.assignment_reason }}\n\nReady for demo!

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:rocket:\\n\\n\\n_Contact: {{ $json.email }} | Phone: {{ $json.phone
|| 'Not provided' }}_
    }
  ]
}
},
{id": "slack-notification",
"name": "Slack Notification",
"type": "n8n-nodes-base.httpRequest",
"typeVersion": 4.1,
"position": [1600, 500]
}
],
"connections": {
  "Calendly Demo Signup": {
    "main": [
      [
        {
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        "type": "main",
        "index": 0
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"updatedAt": "2024-01-01T00:00:00.000Z",
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