

Clay.com Builder (GTM Engineer)

Who we are:

- A revenue team that helps software companies scale sales through qualified leads and hands-off systems
- Fast-growing; currently a team of four with room to grow
- Offers opportunities for growth, development and flexibility
- Provides paid training and time off

Role purpose:

- Build automated revenue systems on Clay that connect CRM data, enrichment, outreach and analytics
- Act as both a technical builder and a consultative partner for clients adopting Clay CRM
- Drive pipeline, enable sales teams and ensure post-sale success through streamlined workflows

Responsibilities:

- Create and maintain automated workflows for prospect research, enrichment, scoring and personalized outreach [OBJ]
- Integrate Clay with CRM, marketing and outreach tools to ensure clean data flow and next-best-action automation [OBJ]
- Design and run targeted outbound and inbound systems that generate qualified leads at scale [OBJ]
- Lead technical discovery, build proof-of-concept workflows and guide customers through implementation

Define ideal customer profiles, build total-addressable-market models, lead-scoring frameworks and monitor funnel metrics for continuous improvement [OBJ]

- Collaborate with sales, RevOps and product teams to turn feedback into product and process improvements [OBJ]
- Train users on Clay workflows, help them build data tables and pipelines, and serve as a strategic advisor on revenue automation [OBJ]

Skills and experience:

- 2-6 years in GTM operations, revenue operations or growth roles
- Proficient in Clay, HubSpot/Salesforce, outreach sequencers and data enrichment tools
- Experience with automation platforms (n8n & Make) and basic JSON and Javascript for scripting for integrations with HTTP APIs. [OBJ]
- Strong English communication; able to explain technical concepts to non-technical stakeholders
- Consultative sales skills and a knack for building relationships with clients

Tools and tech:

- Clay platform for data enrichment, workflow design and signal tracking
- CRM systems (HubSpot, Salesforce) and OutboundSync for syncing data [OBJ]
- Outreach and email sequencing tools such as Smartlead, Instantly, Email Bison, Lemlist, Apollo, HubSpot sequences [OBJ]
- Data providers (Apollo, LinkedIn, Apify, Phantom Buster, Trigify) and AI messaging tools (Octave or other LLM-powered services) [OBJ]
- Automation integrations via Make or n8n

Compensation and location:

- Monthly pay range: US\$1,500–2,500 depending on experience and scope
- Fully remote; candidates must be based in Eastern Europe, South Africa or Latin America
- Fluency in English is required

Apply for this role by filling out our application form:

<https://forms.clickup.com/9013283204/f/8ckqjc4-4193/BK9YCV5DSA6QK99PZE?Job%20Title=GTM>