

VISHWAHITHH MORA

vishwahithh.mora@alumni.ie.edu | [linkedin.com/in/vishwahithh-mora](https://www.linkedin.com/in/vishwahithh-mora) | github.com/Vishwahithh | Madrid, Spain

PROFESSIONAL SUMMARY

GTM Engineer and builder who ships 0 to 1 revenue systems with AI and no-code (n8n, Apollo, Smartlead). Engineering background plus a dual master's from IE Business School. Measures work by outcomes: 4 partnerships closed on a zero budget at a DTC startup.

EDUCATION

IE BUSINESS SCHOOL	MADRID, SPAIN
<i>Master in Strategic Marketing & Communications</i>	Sep 2025 - Jul 2026
<i>Master in Management (Strategy, Organization & Transformation)</i>	Sep 2024 - Jul 2025
• Recipient of the IE Foundation Scholarship (top 10% of applicants).	
CHAITANYA BHARATHI INSTITUTE OF TECHNOLOGY	HYDERABAD, INDIA
<i>Bachelor of Engineering (BE), Information Technology</i>	Aug 2018 - Jun 2022

PROFESSIONAL EXPERIENCE

OLEUS (ENDURANCE SPORTS NUTRITION / DTC)	BELGIUM (REMOTE)
<i>Growth & GTM Intern</i>	Apr 2026 - Aug 2026
• Opened the retail channel across 4 European markets, sourcing 250+ qualified accounts from original market and competitor analysis, and built the CRM and competitor-intelligence dashboard behind it.	
• Built an 8-agent pipeline that runs a campaign end to end and shipped 3 through it. One sent zero emails, so I added verification at every stage and turned the post-mortem into 80 operating rules. The next campaign sent clean and opened at 81%.	
• Built the community partner acquisition system and closed 4 brand partnerships with it: enriched 119 communities across 11 European countries, used AI to move fast on outreach and booked 10 calls from it, and shipped a Canva proposal workflow that cut a proposal to under 2 minutes.	

EXEC.EDUCATION	MADRID, SPAIN
<i>GTM Operations & Growth (0 to 1)</i>	Sep 2025 - Jan 2026
• Translated an unproven GTM hypothesis into a working acquisition system for real-world validation, designing and launching the full stack (brand, messaging, website, outbound assets, analytics) fast enough to test it against real traffic.	
• Ran messaging and offer experiments across LinkedIn, 5 lead magnets and a quiz to find which acquisition path resonated, reaching 14,900+ impressions from a standing start of one follower.	
• Narrowed the venture to a single ICP and a single metric, booked calls rather than impressions, after the B2B approach failed to reach real decision makers.	

TERRUSH & FREELANCE (GROWTH / B2B LEAD SYSTEMS)	HYDERABAD, INDIA
<i>Founder & Freelance Growth Strategist</i>	Aug 2021 - Jul 2024
• Founded Terrush, a B2B lead-generation agency, and built its acquisition pipeline end to end on Apollo, n8n and Google Sheets, from a 50,000+ prospect list through five industry cohorts to 5-step cold-email sequences at roughly 6,000 sends a month.	
• Boosted lead generation by roughly 20% for clients by shipping SEO-optimized websites, UX copy, and marketing automation that converted organic traffic into qualified inbound pipeline.	
• Rebranded Cafe Kahaani through local SEO, content, and on-ground activations, and produced a 40-part video series for the Texas Autism Conference that reached 10,000+ viewers.	

SELECTED PROJECTS

- Cold-Outbound System (paying client)** (Live - paying client): Built and ran an AI-personalized B2B cold-outbound system for a paying consulting client, lead sourcing, multi-provider enrichment, LLM copy with validation gates, and Smartlead delivery; launched a multi-inbox campaign that reached the inbox and generated replies.

SKILLS

Technical Skills: Systems Thinking, GTM Engineering, Revenue Operations (RevOps), CRM & Lifecycle Architecture, Pipeline Design, Lead Routing & Scoring, Data Enrichment & Prospecting, ICP Segmentation, Workflow Automation, Funnel Instrumentation & Attribution, Cold-Email Infrastructure & Deliverability (SPF/DKIM/DMARC), Lifecycle / Email Automation, A/B Testing, Copywriting & Messaging, Analytics & Reporting, Partnerships.

Tools: SQL (basic), Python (scripting & automation), Claude Code, HubSpot (Reporting Certified), n8n, Apollo, Smartlead, Klaviyo, GA4, Supabase, Framer, Figma, Claude / LLM APIs, MCP, Prompt Engineering, Clay (working knowledge).

Languages: English (C1); Telugu (Native)