

TAMARAKRO GOMEROMO

CRM AND WORKFLOW AUTOMATION SPECIALIST

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PROFESSIONAL SUMMARY

Results-driven CRM and Workflow Automation Specialist with 12+ years of combined experience in web development, systems integration, and business process optimization. Proven expertise in designing and implementing automation solutions using industry-leading platforms (HubSpot, Make, n8n, Zapier). Passionate about helping established businesses increase revenue through lead generation systems, website conversion optimization, and workflow automation.

TECHNICAL SKILLS & TOOLS

CRM & Automation Platforms	HubSpot CRM, Make.com, n8n, Zapier, Airtable, Tally.so
Programming Languages	Python, PHP, JavaScript, HTML, CSS, SQL
Web Frameworks & Tools	Django, Laravel, Node.js, React.js, Next.js, AWS
Data & Analytics	Google Sheets, Data analysis, Process mapping, Lead scoring
Content & Design	Canva, Google Docs, LinkedIn strategy, Copywriting
Version Control	Git, GitHub

PROFESSIONAL EXPERIENCE

Founder & CRM Automation Specialist — Virtual Tamara

Remote | 2024 - Present

- Design and implement CRM systems and workflow automations for established businesses seeking to optimize lead generation and conversion.
- Conduct website audits and recommend conversion optimization strategies aligned with client business goals.
- Develop cold outreach infrastructure including email campaigns, LinkedIn automation, and prospect qualification systems.
- Created comprehensive lead generation resources, including published guides on automation strategy, cold email optimization, and sales funnel design.
- Build custom Make.com and n8n automations integrating HubSpot, email platforms, CRM systems, and data management tools.

Workflow Automation Educator & Virtual Assistant Coach — Self-Employed

Nigeria | 2022 - Present

- Train and mentor Nigerian youth and freelancers on building remote income through automation and virtual assistant skills.
- Developed comprehensive 12-week workflow automation curriculum covering tool fundamentals, automation design, and business application.
- Created 44-slide professional training deck ('Wired to Scale') on automation best practices and implementation strategies.
- Produced downloadable guides, frameworks, and templates for VA skill development and automation implementation.
- Build and maintain active LinkedIn content strategy demonstrating automation expertise and lead generation knowledge.

Senior Developer — Mapadom Technologies Limited

Port Harcourt, Nigeria | June 2015 - December 2018

- Developed and maintained mapadom.com, a PHP-based location search engine serving thousands of users.
- Architected backend systems, database design, and website hosting infrastructure.
- Led full-stack development initiatives ensuring system reliability and performance optimization.

Web Developer — National Orientation Agency

Abuja | 2011

IT Support/Programmer — JIL Pharmaceuticals Limited

Lagos | 2009 - 2010

System Administrator — DBEL Nig. Ltd.

Benin | 2008

EDUCATION

Bachelor of Engineering in Computer Science (Awaiting Result) — Jain University, Bangalore, India

September 2012 - June 2016

Ordinary National Diploma (OND) in Electrical/Electronic Engineering — Petroleum Training Institute, Warri

August 2003 - November 2005

CERTIFICATIONS & AWARDS

- Amazon Web Services (AWS) Certified Developer - Associate
- CompTIA Network+
- Oracle 10g Database Administrator Professional Certificate (NIIT)
- Cyber Security Certification
- 2nd Position, Ethical Hacking Competition | Wegilant Net Solutions Pvt., India