

# Sergio Lopez

GTM Engineer | Growth | AI | Automation

✉️ sergolequiza@gmail.com

📞 +376 610 746

📊 [Growth Portfolio](#) (5 years)

🧠 Mensa Member: E-04192

## Profile

Highly driven and operationally minded GTM Engineer with 5+ years' experience in SEO, marketing automation, AI-powered content workflows, and process improvement. Proven track record in expanding organic visibility, streamlining content production using CMS and automation tools, and deploying AI and no-code strategies to scale operations and deliver impact.

## Relevant Experience

### GTM Engineer (Marketing Automation, AI Content Automations, CRM Workflow Optimization) 2023 - Current

**Freelance (Upwork / Fiverr)**

- Built and optimized AI-driven SEO content workflows using tools like ChatGPT prompts, SEMrush, WordPress, and Canva for blog visuals. Adapted content strategies to incorporate Search Generative Experience (SGE), achieving ~70% AI Overview coverage for clients ranking on Google's first page.
- Built workflows to automate enterprise lead generation with Apollo.ai and n8n based on company job search context
- Conducted content audits, keyword research, competitive analysis, and prompt tuning to improve draft quality and reduce manual editing. Positioned "Negotiation Keynote" in 2 weeks to rank on the #1 position (NegotiationbyDesign)
- Maintained a 100% Upwork success rate across 15 clients, all receiving 5-star reviews, by delivering quality, efficiency, and reliability.

### President - Draconis Andorra Association, Andorra la Vella

March 2025 - Current

- Designed and launched three WordPress websites, achieved top-rank SEO dominance for "Medieval Combat Zaragoza" (9 of 10 top SERP results).
- Implemented A/B-tested image and video ad workflows via Messenger; created multilingual content using AI (ChatGPT, Suno, Midjourney).
- Developed training and onboarding workflows, created AI-generated visuals and music, produced YouTube Shorts that reached 1,200 views in 24 hours.

### Growth Operations Specialist | Growth Hacking Course (Growit School)

2022-2023

- Mastered WordPress, plugins, and integrations; automated workflows with ActiveCampaign, Zapier, Trello, and Notion to streamline course access, certification, and payments.
- Resolved technical issues ensuring correct course access, certification compliance for grants, and optimized landing pages to boost conversion.
- Hosted webinars and workshops via Restream and Zoom, automated reminders with A/B testing, and managed Vimeo content and student training/support.

### Growth Operations Manager | Hypertry

2020-2022

- Built 50+ growth experiments; architected email onboarding, churn, and retention campaigns using Customer.io, Segment, and Jira.
- Oversaw Scrum-based developer collaboration, created user guides and daily insight briefs to optimize content outreach and client support.

## NoCode Developer | Startup Stars

2021

- Designed, developed, and deployed an assessment tool to measure candidate fit across seven startup-relevant competencies using no-code methods.

## Founder and Designer | Regulabell

2021

- Invented the first adjustable kettlebell compatible with 28 mm standard weight plates, combining engineering and product design.

## Mechanical Engineering Associate | TSF

2021

- Designed preload systems to improve bolt durability using SolidWorks; automated quality control and implemented AIAG core tools in production workflows.

## Key Accomplishments Relevant to the Role

---

- SEO & Editorial Automation: Led AI-fueled workflows for content generation, ranking strategy (SGE), and editorial improvement.
- Prompt Engineering & LLM Optimization: Developed prompt strategies to enhance first-draft quality, ensure brand alignment, and reduce editing load.
- No-/Low-Code Tool Proficiency: Practical experience with WordPress, ActiveCampaign, Zapier, Trello, Notion, Customer.io, Segment, and CMS operations.
- Process Optimization & Scalability: Implemented automation to dramatically reduce manual tasks and operational friction across multiple projects and platforms.
- Documentation & Training: Created workflows, guides, and workshops to onboard others on AI tools, content processes, and automation best practices.

## Skills

---

SEO Strategy & Content Workflows | AI-Powered Content Generation & Prompt Engineering | Workflow Automation (Zapier, Make, ActiveCampaign, Customer.io)

CMS Management (WordPress, Webflow) | Search Generative Experience (SGE) Optimization | Editorial Oversight & Content QA

No-Code/Low-Code Development | Process Automation & Debugging | Workflow Documentation & SOP Creation

Analytics & Performance Tracking (SEMrush, Ahrefs, Google Analytics) | A/B Testing & Experimentation | Cross-Functional

Collaboration & Training AI Tools & Platforms (ChatGPT, Claude, Midjourney, Suno, Canva AI) | Agile/Scrum Project Management

## Education

---

Mechanical Engineering Degree, UPNA

Master in Finance Management, Universidad Europea

Master in Project Management, ENEB

## Languages

---

**English:** Fluent

**Spanish:** Bilingual

## Tech Stack

---

WordPress, ActiveCampaign, Zapier, Customer.io, Segment, Trello, Notion, Vimeo, Restream, Canva, ChatGPT, Suno, Midjourney, SEMrush, n8n, Make, Open.ai, Hubspot (certifications), Airtable (certifications), Clay (Certification)