

Zarif Choudhury

Founding Senior Account Executive @ n8n

New York City, NY, United States | [LinkedIn](#)

I help enterprise Revenue, Operations, and Technology leaders turn AI into reliable business systems—and I consistently deliver the commercial results to back it up.

At n8n, I have achieved four consecutive quarters at 145%+ of quota, averaging 255% quota attainment:

- Q3 2025: 433%
- Q4 2025: 207%
- Q1 2026: 145%
- Q2 2026: 235%

I work with organizations evaluating AI automation and workflow orchestration at enterprise scale—from connecting APIs and data sources to building governed AI agents and automating mission-critical business processes.

My background sits at the intersection of enterprise sales, solution architecture, and hands-on building. Before n8n, I helped enterprise teams adopt no-code at Webflow and cloud platforms at IBM. That mix lets me translate complex architecture into business outcomes: faster operations, less manual work, stronger governance, and measurable ROI.

I also write and build in public:

- Zarif Automates — 500+ tutorials on AI automation, n8n, agents, and enterprise AI, operated continuously through an agentic publishing and site-maintenance system I built
- GTM Skills for AI Agents — 25 open-source, evidence-first sales skills spanning ICP, research, discovery, qualification, deal strategy, pipeline, forecasting, and handoff

I publish non-confidential educational resources and open-source GTM skills while keeping production workflow implementations private.

If you're operationalizing AI securely, evaluating enterprise automation, or hiring for technical GTM leadership, let's connect.

EXPERIENCE

Founding Senior Account Executive

Jul 2025 — Present

n8n *New York City Metropolitan Area*

Helping enterprise teams evaluate and adopt n8n for secure, scalable workflow automation and AI orchestration.

QUOTA PERFORMANCE

- 255% average quota attainment across four consecutive quarters
- Q3 2025: 433% | Q4 2025: 207% | Q1 2026: 145% | Q2 2026: 235%
- Every reported quarter at 145%+ of quota

I partner with Revenue, Operations, IT, and Engineering leaders to:

- identify high-value automation and AI-agent use cases
- build business cases for enterprise workflow automation
- align technical architecture, governance, security, and ROI
- connect n8n with APIs, applications, data, and existing systems
- move AI initiatives from prototypes to reliable production workflows

Beyond the commercial motion, I work hands-on with customers to prototype enterprise workflows and, where appropriate, turn generalized, non-confidential patterns into open-source resources for the wider n8n community.

Focus areas: enterprise AI automation, workflow orchestration, AI agents, n8n, API integration, business process automation, RevOps, enterprise SaaS, solution selling, and technical GTM.

Account Executive

Sep 2021 — Jul 2025

Webflow

Austin, Texas, United States

Helped enterprise customers evaluate and adopt Webflow as a no-code platform for building and managing custom digital experiences.

- Led consultative discovery around barriers to web development, team workflows, scalability, and platform adoption.
- Translated Webflow's visual-development capabilities into strategic business cases for faster software creation and greater design autonomy.
- Guided customers toward solutions that aligned creative flexibility with enterprise requirements and long-term adoption.

Solutions Engineer - IBM Cloud Platform

Aug 2019 — Sep 2021

IBM

Greater New York City Area

Partnered with Fortune 500 consumer and travel companies on cloud adoption and digital transformation.

- Designed strategies for moving mission-critical workloads to IBM Cloud across Infrastructure as a Service (IaaS) and Platform as a Service (PaaS).
- Connected infrastructure and platform capabilities to business priorities, helping customers maintain, modernize, and innovate critical systems.
- Translated complex cloud architecture into clear recommendations that supported enterprise technology decisions.

Technical Sales Intern

May 2018 — Aug 2018

IBM

Cambridge, Massachusetts

Built and presented an industry-specific AI customer-service demonstration for executives at a large logistics enterprise using IBM Watson APIs and a custom language model.

- Developed solution concepts and whiteboarded potential client use cases across IBM's AI API portfolio.
- Built a Java application combining the Wikipedia API, Watson Natural Language Understanding, and IBM Cognos to map customer headquarters and inform roadshow planning.
- Gained hands-on exposure to enterprise software sales cycles, technical discovery, executive presentations, and relationship-led selling.

Electronics Engineering Intern

May 2017 — Jul 2017

innervycs - Product Driven Research and Development

Valparaiso, Chile

Collaborated with electronics engineers to develop C++ libraries for IoT devices.

- Improved pressure-sensor and accelerometer behavior to support smoother device performance.
- Designed and prototyped PCB enhancements for Intel microcontrollers.

Data Governance Intern

May 2016 — Aug 2016

Santander Consumer USA

Dallas-Fort Worth Metroplex

Supported the Data Governance team across data architecture, data quality, and risk management.

- Evaluated big-data tools and platforms to inform an architecture recommendation serving both business and IT requirements.
- Collaborated with an 18-person intern team to build a loan-health web application that surfaced loan details, improved customer awareness, and supported delinquency prevention.

Commercial Real Estate Consultant

Nov 2013 — Aug 2016

Midas Financials

Dallas-Fort Worth Metroplex

Specialized in commercial mortgage-backed securities (CMBS) and supported work with investing and lending teams at organizations including Bank of Texas and Goldman Sachs.

- Built foundational experience in commercial real estate finance, underwriting, sales, client communication, problem-solving, and detail-oriented analysis.

EDUCATION

The University of Texas at Austin

Jan 2015 — Jan 2019

Bachelor of Science (B.S.) in Computer Engineering

Activities and societies: University Boxing

PROJECTS

GTM Skills for AI Agents — Open Source

Twenty-five open-source, evidence-first skills spanning ICP, account research, discovery, qualification, deal strategy, pipeline, forecasting, and handoff for AI-assisted technical GTM teams.

Zarif Automates — AI Automation & Education

A continuously operated library of 500+ practical tutorials on AI automation, n8n, AI agents, and enterprise AI, supported by an agentic publishing and site-maintenance system I built.

n8n Enterprise Workflows — Open Source

Production-minded n8n workflow patterns with implementation guidance, security gates, human approvals, observability, and ROI models. Built to help enterprise teams move AI automation from prototypes to governed production workflows.

SKILLS

n8n · Workflow Automation · AI Orchestration · AI Agents · Enterprise Software Sales · Sales Engineering · Systems Integration · Generative AI · Solution Selling · Digital Transformation · No-Code Development · Cloud Computing · Technical Sales · Application Programming Interfaces (API) · Business Process Automation · Artificial Intelligence (AI) · Enterprise Software · Microsoft Excel · Public Speaking · Management · PowerPoint · Microsoft Word · Research · Microsoft Office · JavaScript · Java · HTML