

Gabriel Hardy-Françon

GTM & VIBE CODING ENGINEER · INTELLIGENCE-TRAINED

I build autonomous revenue infrastructure — AI-powered systems that source, qualify, score and route accounts end-to-end, and run without a human in the loop. Analyst's discipline, engineer's hands.

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100K+ CRM accounts cleaned, deduplicated & enriched	1+ /mo Production revenue engines shipped	€200M+ ARR scale of clients served	1000s Requests handled by APIs I've built
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PROFILE

Trained as an intelligence analyst at King's College London — OSINT, HUMINT, finding signal in noise and scoring every source. I moved from backend dev to journalism to product marketing, and now I sit between data and revenue. I build owned, self-running GTM systems: custom scrapers, Supabase engines, LLM-driven enrichment, lead-scoring models and APIs. Where most teams rent stacks of per-seat SaaS, I ship infrastructure the client keeps — and that keeps improving on its own. Zero patience: if the tool doesn't exist, I build it.

EXPERIENCE

GTM & Vibe Coding Engineer · Bulldozer JAN 2026 — PRESENT

- Build autonomous revenue infrastructure for B2B clients: source, qualify, score and route prospects end-to-end, no human in the loop.
- Ship a new production GTM engine roughly every month, each tailored to the client's own tools, data and market — across CRMs, industries and company sizes.
- Selected builds: custom scoring & enrichment engines with CRM sync that resolves parent/subsidiary structures; account-based scoring & routing that turns raw intent into sales-ready accounts; fully autonomous acquisition + retention engines with at-risk detection and win-back; real-time intent pipelines on client-owned stacks; self-hosted, AI-powered signal-scoring on owned infrastructure.
- Self-improving scoring models that learn from the team's own decisions; continuous-improvement scripts that keep systems getting better unattended.

Founder · PipeLab OCT 2025 — PRESENT

Helping SMBs take the AI turn without enterprise budgets — building tools and workflows so smaller teams compete with companies that have 10x their resources.

GTM · Ctrl+G · Freelance SEP 2025 — JAN 2026

- Mapped technical staff across frontier AI labs (Anthropic, Poolside, Google Labs), targeting post-training specialists for coding agents.
- Built the full CRM and ecosystem map from scratch; ran cold outreach (calls, WhatsApp, email) to secure meetings with Heads of Data; worked directly with the CEO on early-stage GTM strategy and positioning.

GTM · Calk AI APR 2025 — SEP 2025

Helped build a platform for creating custom AI agents connected to real company tools and data. Led GTM, product direction and growth from MVP to beta, hands-on across marketing, ops and product.

Product Marketing Manager · SaaS · Cybersecurity · Web3 2022 — 2025

Forest Admin, StrangeBee, GitGuardian, Only Dust, Fractible. Technical content, positioning and sales enablement; built a company's first-ever industry report from scratch; landing pages, demos and go-to-market planning for developer and security products.

SKILLS & STACK

AI & AUTOMATION LLM workflows · AI enrichment · agentic systems · n8n · Make · custom scrapers · vibe coding GO-TO-MARKET Account-based targeting · signal detection · pipeline routing · GTM strategy · positioning · Clay	DATA & ENGINEERING Supabase · PostgreSQL · API development · Python · lead-scoring models · CRM sync (HubSpot / Salesforce) INTELLIGENCE OSINT · HUMINT · source scoring · market & competitive analysis
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EDUCATION

MA, Intelligence & International Security King's College London — focus: Russia & the post-Soviet space, terrorism	2015 — 2016
BA, Political Science — Honors College Adelphi University, USA — Magna Cum Laude	2012 — 2014
Fullstack Web Dev & Data Science Le Wagon — Python, SQL, JavaScript, ML & Deep Learning bootcamps	2020 — 2021

LANGUAGES

English — Native
French — Native
Russian — Professional
Spanish — Conversational
Ukrainian — Basic