



20 GTM TASKS YOU CAN AUTOMATE THIS WEEK

Stop doing GTM by hand.

Five systems, twenty automations — and the exact tools I'd wire up to run each one for you.

LEAD CAPTURE & ROUTING

Auto-route inbound leads by territory & ICP

n8n + HubSpot

Alert the owner in Slack when a hot lead lands

n8n + Slack

De-dupe & merge contacts before the CRM

n8n

Identify anonymous site visitors, match to accounts

rb2b

ENRICHMENT & RESEARCH

Waterfall-enrich every new lead automatically

Clay + Apollo

Auto-research & summarize each account

Claude

Draft a personalized first line per prospect

Claude

Flag accounts the moment they show intent

Intent + Slack

OUTBOUND & FOLLOW-UP

Fire a sequence the instant a lead scores

Lemlist

Follow up when they open but don't reply

Salesloft

Log LinkedIn replies back into the CRM

HeyReach + n8n

Personalize openers at scale from CRM fields

Clay + AI

CRM HYGIENE

Backfill missing fields on every update

n8n

Standardize job titles & company names

Clay

Auto-close stale deals after X days

CRM workflow

Keep every tool in sync with webhooks

APIs

REPORTING & ALERTS

Weekly pipeline & funnel digest to Slack

n8n + Sheets

Live dashboard leadership actually opens

Sheets + GCP

Alert on SLA breaches (lead idle 24h)

n8n + Slack

Track outbound A/B results, no spreadsheets

Google Sheets



Viola Di Veroli

Founder @ blueprintz

Want these wired into your stack? Bring the process that's eating your week — I'll turn it into a system that runs itself.

[BOOK A CALL ->](#)

The goal was never more tools — it's **fewer manual hours, more pipeline.**