



EYAL TAIEB

Neubau, 1070 Vienna
+43 677 62921189
eyal.growth@gmail.com
Vienna, Austria | EU Citizen
[linkedin.com/in/eyaltaieb](https://www.linkedin.com/in/eyaltaieb)

GTM and AI automation professional with 8+ years of experience across B2B sales, GTM execution and workflow automation. Built and deployed AI software from concept to paying customers, while previously generating \$4M+ in qualified pipeline and contributing to ~\$700K in closed business.

Experienced in identifying business processes that can be improved with AI, translating commercial requirements into working systems, and taking projects from discovery through deployment.

EDUCATION

International Business Administration, Lauder Business School, Vienna, Austria.

CAREER

2026–Present GTM & AI AUTOMATION

MeetingScheduled – AI Workflow & Outbound Automation Platform

- Built and launched an AI platform that identifies relevant companies and decision-makers, conducts prospect research, and generates personalized email outreach.
- Took the product from concept to a live system with paying customers, covering product planning, development, deployment, onboarding, and customer support.
- Built quality and safety controls to ensure reliable customer-facing AI, including human review, claim validation, and controlled sending. One of the first paying customers was acquired through the platform itself.
- Consolidated data, email, and calling workflows into one system, replacing fragmented manual processes with a structured, automated workflow.

2024–2025 INDEPENDENT GTM CONSULTANT (B2B SAAS & AI Native)

Epox.ai, RampedUp, Twingo.co.il, SingleStore.com

- Advised B2B companies on GTM strategy and execution, from ICP definition and positioning to outbound and pipeline generation.
- Worked directly with founders and sales teams on market entry, messaging, and building structured customer discovery processes.
- Built sales and automation workflows covering prospect identification, research, outreach, follow-up, and pipeline management.

2021–2023 SENIOR ENTERPRISE SDR

Incredibuild – Developer Acceleration Platform

- Generated \$2.9M in pipeline, contributed to approximately \$600K in new ARR, and maintained 150% quota attainment over a full year.
- Built enterprise pipeline across gaming, automotive, and fintech through industry events and value-led outbound focused on technical impact and cloud cost optimization.
- Booked meetings with CEOs, engineering leaders, and IT executives.
- Led initial discovery conversations with engineering and IT leaders, articulating the business value of shorter build times and more efficient use of existing compute resources through distributed processing.

AI & WORKFLOW AUTOMATION

- Designing and deploying AI-powered business workflows from problem identification through production use.
- Building internal tools and customer-facing automations using APIs, databases and AI models.
- Connecting fragmented sales and operational processes into structured, automated workflows.
- Claude Code · Cursor · Next.js · Supabase/Postgres · Vercel

GTM & SALES

- 0→1 GTM execution, including ICP definition, positioning, messaging, market entry, and customer discovery.
- Outbound strategy, full-cycle sales, pipeline generation, and SDR coaching.

AREAS OF EXPERTISE

- AI & Automation – Identifying high-value manual processes and turning them into reliable software products and automations.
- GTM & Growth – Defining target markets and value propositions, entering new markets, building outbound motions, and generating qualified pipeline.