

JOHANSEN CABALLERO APIT

AI Automation & Implementation Specialist

Pampanga, Philippines · contact@flowifyautomations.com · linkedin.com/in/johanssenapit

SUMMARY

Solo builder who turns manual operations into production automation. Founder of Flowify Automations. Designed, shipped and maintain a live AI command center for a North American owner-operator: more than twenty integrated services, 27 permissioned actions and 100+ workflows in production, plus an AI lead-qualification system that captured 106 leads in its first three days. I take an idea from a one-line brief to a working system, document it, and train non-technical staff to run it without me.

SKILLS

Automation platforms: n8n (advanced, self-hosted, Docker), modular workflow architecture, error handling, retry and dead-letter queues; the same patterns transfer directly to Zapier and Make

AI tools: OpenAI (GPT-4o, GPT-4.1), Claude API, Google Gemini, custom GPTs via MCP server, prompt engineering, AI agent architecture, vector database / RAG evaluation (Supabase pgvector, Qdrant)

Web and apps: Lovable (React, TypeScript, Tailwind, shadcn/ui), Vite + React, Astro static sites, HTML mockups, Cloudflare (DNS, registrar, Pages); quick to adopt Framer, Webflow or Relume

Video and content: HeyGen AI video, Creatomate render templates, LLM-driven transcript-to-edit pipelines, AI image and video generation APIs, automated social posting (Meta Business API)

Integration: REST APIs, webhooks, JSON; Supabase (Postgres, RLS, Edge Functions, realtime), Airtable, Google Sheets; Twilio voice and SMS, VAPI, ManyChat, Telegram, Slack, Gmail, Instantly.ai, GoHighLevel, QuickBooks Online, Linear

Process: business process mapping, phased delivery with acceptance gates, SOPs and runbooks, handover documentation, onboarding and training non-technical teams

SELECTED SYSTEMS

AI Command Center — North American owner-operator, two business lines

2025 – Present

- Designed and built the automation backbone for a two-business owner (one line handling health-related data): more than twenty integrated services (n8n, Airtable, Twilio, VAPI, Slack, Gmail, QuickBooks Online, Google Workspace, Cloudflare, OVH) behind one command router with 27 permissioned, risk-tiered, logged actions.
- Delivered 4 live surfaces in daily use: a web dashboard (Lovable), Slack, a custom GPT connected through an MCP server, and a phone system with AI voice, warm transfer and live call capture.
- 112 workflows in production (Jun 2026); migrated 1,857 records between systems with zero data loss.
- Ran the infrastructure: cloud migration for data residency, daily encrypted backups with restore drills, secrets management (~50 secrets), PHI masking, kill switch and two-person approval flow.
- Consolidated a Google Workspace tenant (19 accounts), authenticated a new mail domain (MX, SPF, DKIM, DMARC) and moved three domains to Cloudflare — 39 of 40 items closed.
- Wrote the documentation the business runs on: project bible, SOPs, cutover runbooks, audit reports and a defect register (26 open at handover, zero critical). Trained the intake coordinator and VA on the dashboard and permissions.

AI Lead Qualification System — farm lot developer, Philippines

Nov 2025 – Jan 2026

- Proposal to go-live in 4.5 weeks (27 build days): 10 n8n workflows that capture Facebook comments and DMs, qualify each lead with a GPT-4-class Taglish chatbot with conversation memory, score and route leads round-robin to agents, alert via Telegram and run 1/3/7-day follow-ups.
- 106 leads captured in the first three days after launch; 772 leads in the CRM by week 3.5 on a second property; 603 historical leads scored in one backfill run; ~1,900 workflow executions by week 6 (lead = captured conversation).
- Built bot-to-human handoff using the Meta message-echoes webhook, a Looker Studio analytics dashboard, and migrated the full knowledge base to a second property in a single pass.
- Handed over with a plain-language completion report for the CEO, a technical guide, JSON exports and hands-on training for the sales team. Four incidents in month one, each fixed the same day.

Flowify product builds (internal)

2025 – 2026

- **AI Director video pipeline:** 43-node n8n workflow chaining seven services — transcribes a talking-head clip, plans cuts, B-roll and graphics with a two-pass AI "director", and renders a finished short-form video from templates; three templates, length-tiered output.

- **Multi-media command bot:** 104-node Telegram bot that routes plain-English requests to image and video generation, viral-trend research (Apify) and B2B lead scraping, with human approval in chat before publishing.
- **Viral Content Cloner:** Instagram competitor research turned into brand-adapted hooks and scripts, auto-filling a UGC video form (Lovable, Supabase, n8n, Creatomate).
- **AI cold-email platform:** Instantly.ai + Supabase + Lovable; personalised AI-written emails with six one-click rewrite angles, seven edge functions and a review-before-send UI.
- **Flowify Desk:** internal CRM with a browser softphone (Twilio Voice SDK, Supabase RLS, magic-link auth, 11 passing tests).

Earlier client automations

2025

- AI news video generator (n8n, HeyGen, Firecrawl) — est. 3 hrs/day saved; automated Facebook posting with AI captions (Meta Business API, OpenAI, ClickUp) — est. 2 hrs/day; Google Maps lead scraper for a roofing company (Apify, Google Sheets) — est. 6 hrs/day.

EXPERIENCE

Founder & Lead Builder — Flowify Automations, Philippines

2025 – Present

AI automation for small and local businesses: scoping, building, documenting and maintaining production systems as a solo operator. Projects above.

Real Estate Purchasing & Liaison Officer — family-owned real estate company

2022 – Aug 2025

Handled property acquisition, purchasing, vendor coordination and documentation; hands-on knowledge of how a real estate operation runs day to day.

Owner — Han's Streat restaurant, Butuan City

2019 – 2022

Launched and ran a 6-staff restaurant end to end: hiring, training, POS, inventory, digital marketing and delivery channels.

Retail Manager — Globe Telecom store, Agusan del Sur

2017 – 2018

Led a 12-person team; grew monthly sales roughly 4x and moved the store from bottom to Top 2 in the area within a year.

EDUCATION

B.S. Business Administration, 2020 · Google digital marketing certifications