Sameera Ajaz

Selected Work

PMP · issued 14 November 2026
Verify on Credly



Eight cases from production work, in the same order as sameeraajaz.net/work. Each one states the problem, the decisions I made, what was built at a high level, and a verified outcome. Design detail stays in a private pack, shared on request.

Demand Radar

Work at i8is · 30 September to 17 November 2026 · demand.i8ops.com

Problem. Sales and recruiting spent too much time finding accounts and hiring decision-makers by hand.

Decisions. I treated demand capture as a shared pipeline, required a named decision-maker where possible, and put lead quality ahead of volume before any record entered Pipedrive.

What was built. Demand Radar finds companies that are actively hiring, identifies the jobs and decision-makers, and pushes qualified opportunities into the CRM. I designed and directed it; the team built it and sales used it.

Outcome. From 30 September to 17 November 2026 it built 1,174 leads across 64 companies, including 1,011 with a named decision-maker. 255 leads were qualified and 229 were pushed to Pipedrive. 287 leads were linked to 101 deals. New leads grew from 354 in October to 804 in the first 17 days of November.

Recruitment Autopilot

Work at i8is · 18 September to 17 November 2026 · autopilot.i8ops.com

Problem. Recruiters were sourcing, screening and following up in separate places. Quality varied, and handoff into the ATS was slow.

Decisions. I made unattended sourcing cover live jobs and send only evaluated records into the ATS, and I set a test gate before release: 20 of 20 automated tests passed.

What was built. Recruitment Autopilot carries a job through sourcing, scoring, outreach, replies, screening, interview booking and ATS sync. I designed and directed it; the team built it and recruiters used it.

Outcome. From 18 September to 17 November 2026 it handled 132 jobs and 713 candidates, of which 695 were sourced autonomously and 636 were fully evaluated. It sent 453 outreach emails and 127 SMS across 215 sequences, drew 16 replies (5 interested), booked 4 meetings, and synced 326 candidates to Zoho Recruit.

Talent AI

Work at i8is · Recruiting · Talent AI on the Chrome Web Store

Problem. Recruiters needed to judge a candidate against a job while they were looking at the profile, not later in another tool.

Decisions. I ran discovery and user feedback sessions (7 so far), decided what to build next, and kept a person reviewing outreach before it went out.

What was built. Talent AI is a Chrome extension that finds, extracts, evaluates and scores candidates against job requirements. I designed and directed it; the team built it.

Outcome. 15 recruiter accounts used it to score 840 candidate profiles against 111 jobs, with 1,123 scoring runs and 90 jobs pulled from Zoho Recruit. It qualified 360 profiles and generated 347 outreach drafts and 62 ATS resumes.

One ATS on Zoho Recruit, with Click HR and Sourceboard

Work at i8is · 20 June to 17 November 2026 · click-hr.com · sourceboard.i8ops.com

Problem. Hiring ran across two applicant tracking systems. Applications, openings and client submissions were split, which created duplicate work and no single view of progress.

Decisions. One ATS instead of two. I merged Ceipal and Click HR into one Zoho Recruit system and moved CRM files to Zoho WorkDrive.

What was built. Zoho Recruit became the single system for applications, openings, submissions, interviews and hires. I am product owner of the current generation of Click HR (first built in 2021). I also directed Sourceboard, the reporting dashboard that brings recruiting records into one place.

Outcome. From 20 June to 17 November 2026 the ATS carried 38,406 applications for 1,480 job openings and 261 clients: 17,804 rejections automated, 547 client submissions, 257 interviews and 220 reaching Hired.

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AI Dialer v1.3.5

Work at i8is · 8 October to 2 November 2026 · aidialer.i8ops.com

What was built. AI Dialer is an AI voice-agent calling product for sales: live synthetic-voice conversations, real-time transcription, context, and manager takeover. I designed and directed it; the team built it and sales used it.

Outcome. From 8 October to 2 November 2026 it ran 390 AI call sessions and 501 Twilio-verified calls (475 completed), with 401 recordings, 326 AI call summaries and 5,431 transcript lines. It handled 90 SMS and WhatsApp messages and synced 42 call logs and 21 AI notes to Pipedrive.

sstrack and First Day Tracking

Work at i8is · Workforce · sstrack.io

What was built. sstrack.io is a workforce and time-tracking SaaS: attendance, punch-in and punch-out, activity, screenshots, breaks, leave, punctuality and reports, on desktop and mobile.

Outcome. I shipped desktop releases of sstrack.io, which has 370 users across 88 companies, to the Microsoft Store and macOS (Apple-approved 31 October 2026), and wrote its onboarding guide. First Day Tracking invites a candidate to a job site, verifies access with a one-time code, and records arrival inside a set radius or site boundary.

Contract Flow

Work at i8is · October to November 2026 · contractflow.i8ops.com

What was built. Contract Flow lets a business generate, fill, review, sign and manage forms and agreements in one document workflow.

Outcome. I took Contract Flow from build to real business use: 3 external clients signed staffing agreements through it between October and November 2026.

PMO Agent

My own build, not i8is work · Personal PM copilot built on Zoho Projects · zoho-buddy-bot.vercel.app

What was built. PMO Agent is my own build: a personal PM copilot built on Zoho Projects, for project status, meeting notes, and follow-up.

Outcome. The assistant is live at zoho-buddy-bot.vercel.app. This public case does not include workspace counts, because those figures change and are not a verified delivery result.

Also delivered

Zoho CRM migration: 23 sales pipelines and 19,000 leads. I completed the lead migration and 20 of 23 pipelines (87%), and escalated the final 3 to leadership because they needed a larger Zoho plan.

CrewAsk: a client crew-request portal, completed October 2026. crewask.com

WhatsApp bot: I am directing the build of a bot that reads job posts in WhatsApp groups, researches the hiring company and creates assigned deals in Pipedrive. It passed 68 automated tests on 17 November 2026.

LineLedger and DraftFlow: two of the 9 products I delivered to production or live use. No verified usage numbers.

Single sign-on quality gate: single sign-on across 7 products passed 40 backend tests.

Public links

sameeraajaz.net/work · i8ops.com · sstrack.io · click-hr.com · demand.i8ops.com · Talent AI · PMP on Credly

Open to relocation. Visa sponsorship required.