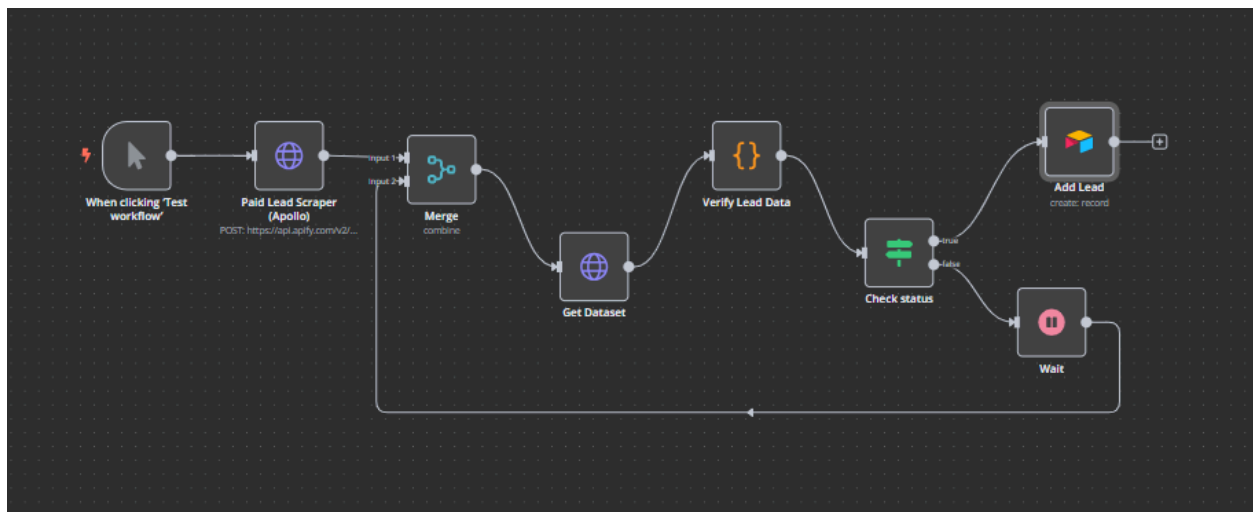


Apollo Lead Scraper (Airtable Integration)

This workflow automates B2B lead extraction from **Apollo.io** and seamlessly integrates the collected data into **Airtable**. It eliminates the need for manual lead collection by leveraging **Apify's Apollo Scraper (\$45/month)**, ensuring a smooth and scalable approach to building targeted lead lists.

[Apollo.io](#) Leads Scraper by Curious Coder:

<https://console.apify.com/actors/3de5DRuKU05FLhk22/input>



1. How It Works

- 1. Trigger the Workflow:** The process starts manually via the **"Test Workflow"** trigger.
- 2. Scrape Leads from Apollo.io:** The **Apify Scraper** fetches high-quality lead data, including:
 - Names
 - Job Titles
 - Emails
 - LinkedIn Profiles

- Company Details
3. **Merge Data:** The results from the **Apollo Scraper** and previous runs are merged for a consolidated dataset.
 4. **Retrieve Dataset:** The workflow fetches the scraped data from **Apify's database**.
 5. **Verify Lead Data** – It verifies whether the dataset contains valid data before proceeding.
 6. **Conditional Check:**
 - **If Data is Ready** → The lead information is uploaded to **Airtable**.
 - **If Data is Not Ready** → The workflow **waits** and retries after a delay.

This ensures that the CRM or sales pipeline remains **up-to-date** with fresh, high-intent leads without manual intervention.

2. Setup Instructions

Prerequisites

1. **Apify Account** – Sign up at [Apify](https://apify.com) and retrieve your **API key**.

Airtable Account – Create an **Airtable base** where the leads will be stored.

3. Configuration Steps

1. Set Up Apify Scraper

- Open the **Apify Apollo Scraper**:
<https://console.apify.com/actors/3de5DRuKU05FLhk22/input>
- Enter **search criteria** (e.g., industry, job title, location).
- Copy the **Dataset ID** from Apify's UI.

2. Configure n8n Workflow

- Import the provided **n8n workflow**.
- Open the "**Paid Lead Scraper (Apollo)**" node.

- Replace `[INPUT YOUR API HERE]` with your **Apify API Key**.
- Replace `[Enter the JSON received from the Apify scraper here]` with the JSON from the **Apify scraper**.

3. Retrieve & Validate Lead Data

- The workflow retrieves the dataset from **Apify** using the **Get Dataset** node.
- The **Verify Lead Data** node ensures valid data before proceeding.

4. Airtable Integration

- Open the **"Add Lead"** node.
- Enter your **Airtable Base ID** and **Table Name**.
- Ensure **Airtable API Token** is connected.

5. Testing & Execution

- Click **"Execute Workflow"** in **n8n** to test the integration.
- Verify that **leads are added to Airtable**.
- Automate the workflow by setting up a **schedule or webhook trigger**.

Use Case

1. **Automated Lead Generation** – Extracts **B2B contacts** at scale without Apollo's high costs.
2. **CRM Sync** – Keeps **Airtable** or any **CRM** updated in real-time.
3. **Scalable Outreach** – Supports **LinkedIn, email, and sales prospecting**.
4. **Eliminates Manual Work** – No need for **manual data collection**.
5. **Flexible Customization** – Choose to include guessed emails, phone numbers, and verification wait times.

This workflow is **ideal for sales teams, agencies, and marketers** looking to **streamline their lead acquisition** process.