

Andrey Markin

Full Stack AI Software Engineer with 5 years of industry experience. Developing and deploying 40+ AI-powered applications with complex data and context management.

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TypeScript, Python, Go, Next.js, React, React Native, Electron, Playwright, OpenAI SDK, Transformers, NumPy, LLMs, AI Agents, Semantic Search, RAG, PostgreSQL, PGVector, Docker, Kubernetes, AWS, Google Cloud, Serverless, OpenCode, Cursor, V0, and more.

EXPERIENCE

Lead AI Software Engineer — Outrizz AI, New York City, US | Aug 2024 - present (1 year)

- Led the development and launch of an AI-powered event marketing platform, deploying **2 core products** for web and mobile, and executing 5 high-impact outreach campaigns that engaged **over 30,000 potential leads**.
- **Increased targetable leads by 35%** and enhanced lead quality by developing AI pipelines for data mining, LinkedIn scraping, and semantic search, leveraging RAGs and tool calling.
- **Reduced outreach costs by 15%** by integrating evaluation and classification systems within lead pipelines and identifying Ideal Customer Profile matches.
- Achieved a **23% increase in engagement rates** and a 15% improvement in conversion for targeted campaigns by developing autonomous and **feedback-driven copilot AI agents**, utilizing context management and tool calling.
- Enabled the processing of **over 25,000 unique interactions per month** by implementing human behavior simulation and browser control using Electron and Playwright, optimizing AI agent performance.

Founder & Lead Consultant — Mark Life Ltd, Sofia, Bulgaria | Mar 2023 - present (2 years 3 months)

- Scaled consulting operations, **expanding client portfolio by 600%** and building a **5-person team** of engineers and QA specialists to deliver over 12 complex AI-powered products.
- Automated over **3,000 customer inquiries** monthly by deploying Voice Agents with the OpenAI SDK, significantly improving client service efficiency.
- Increased **content production efficiency by 40%** through the orchestration of AI Agents and the Transformers library for brand content creation for a marketing agency.
- Improved **developer productivity** by an average of **~25% for 5+ tech companies** by consulting on accelerating development with AI tools like Cursor and OpenCode, and by implementing robust frameworks, including feedback loops, AI agent rules, and Test-Driven Development for their codebases.

Lead Developer — Pickart, Zurich, Switzerland | Feb 2025 - present (5 months)

- Architected and rapidly launched a robust three-sided marketplace **web platform from inception in 2 months**, optimizing UX/UI for seamless artist onboarding and pan-European readiness.
- Designed a highly scalable **PostgreSQL database infrastructure** for complex relational data and developed an **ML pipeline** connecting artworks and properties, enhancing search and content recommendations.
- Engineered comprehensive platform monitoring and **role-based access control systems**, ensuring high performance, reliability, and security across distributed services.
- Delivered a responsive user interface, optimizing web application performance via **server-side rendering**, static page generation, and CDN distribution.
- Streamlined development workflows and **accelerated build times with Turbo monorepo** principles and modern tools, facilitating rapid iteration and deployment.

Extensive prior experience at Ozma.io — Open Source AI CRM builder, Helping to Leave — evacuation from warzones, Children Must Live — NGO programs in Africa, and others, upon request.

EDUCATION

Northeastern University, Boston, MA, USA | Class of 2019

Business Administration & Management