

# 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,, Node.js, Next.js, React, React Native, Tailwind, Playwright, LLMs, Agents, Evals, RAG, Semantic Search, Embeddings, Vector DB, Transformers, PostgreSQL, PGVector, Docker, Terraform, AWS, Google Cloud, Vercel, Serverless, CI/CD, GitHub Actions, Git, Linux, REST API, GraphQL, Claude Code, Agentic Coding, Cursor, and more.

Updated:  
Apr 10, 2026

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## EXPERIENCE

*Lead AI Software Engineer – Outrizz AI, New York City, US | Aug 2024 - present (1 year 8 months)*

- Led the development and launch of an AI-powered event marketing platform, deploying **2 core products** for web and mobile, and executing 5 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, with 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**, with smart 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.

*AI Software Engineer & Lead Consultant – Mark Life Ltd, Sofia, Bulgaria | Mar 2023 - present (3 years)*

- **Expanded client portfolio by 600%** and built 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.
- Increased **content production efficiency by 40%** through the AI Agents orchestration 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 frameworks, feedback loops, AI agent rules, and Test-Driven Development for their codebases.

*Lead Full-Stack Software Engineer – Pickart, Zurich, Switzerland | Feb 2025 - present (1 year 2 months)*

- Architected and rapidly launched a three-sided marketplace **web platform from inception in 2 months**, optimizing UX/UI for artist onboarding.
- Designed a scalable **PostgreSQL database infrastructure** for complex relational data and developed an **ML pipeline** connecting artworks and properties, enhancing search and content recommendations.
- Engineered platform monitoring and **role-based access control systems**, ensuring 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.

*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.*

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## EDUCATION

**Northeastern University, Boston, MA, USA | Class of 2019 | Business Administration & Management**

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## PROJECTS

[Recruit AI: Intelligent Recruitment Matching](#) | [Telegram Claude: Remote Claude Code via Telegram](#)  
[Generic oRPC-to-WebMCP Bridge](#) | [AI Form Assistant](#) | [Intelligent Aggregator Platform](#)