

Denis Kozionov

Product Engineer

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Founder and product engineer who takes customer workflows through design, implementation and production. Built and operated OctoFunnel end to end, combining full-stack engineering, AI-agent architecture and direct customer ownership.

SELECTED RESULTS

- Served 2,000 platform customers over the product's lifetime; customers generated US\$32M in combined sales since 2022
- 5M contacts managed across client installations

EXPERIENCE

Founder & Product Engineer - OctoFunnel | 2019-present

- Built and operated websites, CRM, funnels, courses and messaging as the sole developer, owning product design, implementation and customer support
- Developed an AI-oriented product using TypeScript, React, Node.js/Hono, PostgreSQL/Drizzle and Redis
- Designed a virtual filesystem and MCP interface that lets the AI agent and visual editor work on the same project resources through nine core operations
- Personally author, review and manually test AI-agent playbooks and prompts to improve reliability, minimize tool calls, latency and model cost, and catch behavioral regressions
- Production logs recorded 39,592 agent tool calls across 115 projects, including 8,608 successful modification calls, during 8 September-7 October 2026
- Reduced signature-funnel build time from 20+ hours of manual work to approximately 30 minutes with an AI-guided creation flow
- Built CRM, messaging and course-delivery infrastructure for the platform's largest client, with 687,104 CRM contact records and approximately US\$3.75M in sales
- Optimized high-load installations with hundreds of thousands of contacts, keeping client and end-user workflows responsive while supporting fast broadcasts to hundreds of recipients concurrently
- Adapted hosting, traffic routing and integrations over four years to keep services available across Russia, Ukraine and Europe despite regional restrictions, preserving fast-loading admin and customer interfaces

SKILLS & TOOLS

TypeScript, React, Node.js/Hono, PostgreSQL/Drizzle, Redis, MCP, Vite, Tailwind CSS, Vitest, Playwright.
AI-assisted development: Claude Code and Codex

AVAILABILITY

Based in Canggu, Bali (UTC+8). Available full-time for on-site or hybrid roles with sponsored relocation. English C1