

Denis Kozionov

AI Product Engineer & Founder | Full-stack Engineering

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PROFILE

Product engineer and solo SaaS founder with end-to-end ownership of engineering, product design, operations and customer workflows. Built OctoFunnel from an initial project in 2019 into an operating business. Seeking an AI Product Engineer, Product Engineer or Founding Engineer role.

EXPERIENCE

Founder & Product Engineer - OctoFunnel | 2019-present

Previously MetaFunnels | Sole developer

- Built and operated a platform combining websites, sales funnels, CRM, course delivery, messaging, payments and analytics; owned UX/UI, technical operations and partner relationships.
- Evolved the legacy PHP/MySQL platform into an AI-oriented product using TypeScript, React, Node.js/Hono, PostgreSQL/Drizzle and Redis.
- Designed a tenant-scoped virtual filesystem shared by the built-in AI agent, MCP-connected agents and the visual editor over canonical business data. Implemented contextual playbooks, validation, revision-aware writes, restorable checkpoints and durable execution.
- Retained production logs recorded 39,592 agent tool calls across 115 projects, including 8,608 successful modification calls, during 8 September-7 October 2026. Aggregates were checked with read-only queries on 9 October.
- Served 1,000+ platform customers over the product's lifetime. Customers generated approximately US\$32M in combined sales through the platform since 2022 (owner-reported aggregate).
- Built the platform supporting a customer business with approximately US\$3.75M in recorded purchase value (reference USD equivalent), 10,322 purchase records and 687,104 CRM contact records.
- Client installations managed an estimated ~5M lifetime contact records. A supplied database-check summary reports 2,087,071 records across 187 client installations; records can include imports and duplicates.
- Developed a network of approximately 30 sales partners and translated direct customer and partner feedback into product improvements.

TECHNICAL SKILLS

Current: TypeScript, React, Node.js, Hono, PostgreSQL, Drizzle, Redis, Vite, Tailwind CSS, MCP, Vitest, Playwright.

AI systems: Agent tool use, structured resources, context management, workflow automation, checkpoints, durable execution. AI APIs since 2023. **Development tools:** Claude Code, Codex. **Legacy:** PHP, MySQL, JavaScript, jQuery.

AVAILABILITY & SELECTED WORK

Remote from Bali; open to relocation. English C1 (self-assessed). Meeting window: 07:00-20:00 UTC+8; overlap agreed for the role.

Portfolio and three-minute demo | AI agent architecture | Customer case

Customer sales belong to customers. The USD customer case uses a fixed reference conversion of recorded purchase value. Agent tool activity does not measure accepted tasks or AI-attributed revenue. Definitions and sources are in the linked case studies.