

Denis Kozionov

AI Product Engineer & Founder | Full-stack Engineering

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resume.octofunnel.com | LinkedIn | OctoFunnel

PROFILE

Product engineer and solo SaaS founder who built OctoFunnel into a platform used by businesses to sell online. End-to-end ownership of product design, full-stack engineering, operations and customer workflows since 2019. Seeking an AI Product Engineer, Product Engineer or Founding Engineer role.

EXPERIENCE

Founder & Product Engineer - OctoFunnel | 2019-present

Previously MetaFunnels | Sole developer

- Built a platform used by 1,000+ customers over its lifetime. Customers generated approximately US\$32M in combined sales through its funnels since 2022, based on platform records and founder reporting.
- 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.
- Owned full-stack engineering, UX/UI and operations for websites, sales funnels, CRM, course delivery, messaging, payments and analytics. Evolved the legacy PHP/MySQL platform into 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, checkpoints and durable execution.
- Designed tool feedback so the built-in agent can correct ordinary rejected attempts and continue within execution limits, while preserving permission checks and customer control.
- Developed a network of approximately 30 sales partners; used weekly partner discussions and direct customer support to guide product improvements.

SELECTED ENGINEERING WORK

ClaudeCode Octo: a separate TypeScript/React/Electron agent client. Public code sample demonstrates request deduplication, URL validation and 25 passing regression cases, with architecture trade-offs.

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

Available full-time; remote from Bali or relocation. English C1 (self-assessed). Meetings: 07:00-20:00 UTC+8; start date and overlap by agreement.

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

Sales figures describe customer businesses using the platform. The customer case uses a fixed reference USD conversion of recorded purchase value. Definitions and sources are in the linked case studies.