

Denis Kozionov

AI Automation & Solutions Engineer

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Founder and automation engineer who turns customer workflows into working AI solutions. Built OctoFunnel, integrating AI agents, websites, sales funnels, CRM, messaging and course delivery in a customer-facing platform.

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

- Reduced signature-funnel build time from 20+ hours of manual work to approximately 30 minutes with an AI-guided creation flow
- Designed an AI-guided creation flow with around 30 steps for collecting inputs, preparing content and building a sales funnel in the customer's project
- Connected the built-in AI agent and external MCP agents to shared project resources so customers can inspect and continue editing the result in the visual interface
- 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
- Built a visual, node-based chatbot editor that lets clients design conversation flows for Instagram, WhatsApp, Telegram, VK and MAX
- 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
- Own customer conversations, solution design, integrations and support, with attention to access controls, error handling and recovery after interruptions
- Work with clients daily to uncover needs and ship UI improvements, prioritizing simple solutions that balance feature flexibility with an intuitive experience for new users

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