



Alex (Oleksandr) Grygoriev

Senior AI Automation Engineer — Agentic AI · LLM/RAG · Process Automation · Full-Stack

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PROFILE

Senior engineer who ships AI into **production**, not demos. 16+ years of full-stack development and two years building LLM systems and autonomous agents. I designed and built an entire AI-run company on my own — and turned it into real, sellable products. GDPR by design.

SKILLS & LANGUAGES

AI & Automation

LLM implementation (Claude, OpenAI) · AI agents · MCP (2 servers built) · RAG & hybrid vector search (pgvector) · prompt engineering · STT/TTS (Whisper, Deepgram, XTTS) · workflow automation (Make.com) · LLM gateway (cost/access control)

Frontend

Vue.js · Nuxt.js · JavaScript/TypeScript · ES6 · SCSS · Tailwind · Bootstrap · Vuetify · BEM · SSR

Backend & Data

Node.js · Python · PostgreSQL/pgvector · MongoDB · GraphQL · Strapi · REST APIs · Webhooks

DevOps, E-Commerce & SEO

Docker · Git/GitLab/Bitbucket · Cloudflare · DigitalOcean/Hetzner · Cursor AI/WebStorm · WooCommerce · OpenCart · Shopify · WordPress · programmatic & technical SEO (LCP/CLS) · Ahrefs · GTM · Google Business Profile

Languages

English — fluent (B2+)
German — A2 (improving)
Polish — intermediate (B1)
Ukrainian — native
Russian — native

Availability

Permanent or freelance / contract
Remote across Germany · Munich-based

At a glance

16+ yrs full-stack · 2 MCP servers
27 AI agents · 32 microservices
2 productized SaaS (sold)

SELECTED PRODUCTS & SYSTEMS

Inbound Lead Routing & CRM — **never lose an inbound lead**: auto-capture, routing, pipeline, SLA.

Local-SEO Lead Engine — local enquiries from organic search at near-zero ad spend.

Multi-agent operation + Control Center — 27 agents run the back office from one dashboard.

AI-Souffleur — real-time phone assistant (speech → Claude → speech), built for low latency.

Tender Intelligence — finds public tenders across 15+ portals and pre-fills the bid documents.

linkobox & Landing Forge — two productized **SaaS** (sold), from idea to paying users.

EXPERIENCE

Founder & Senior AI Automation Engineer

SEODACH Solutions GmbH · Munich, Germany · Dec 2023 – Present

- Built an AI-run operation for the company, solo: 2 MCP servers, 27 specialised agents, 32 microservices and 49 integrations handling leads, CRM, finance, content and quality checks.
- Created an AI platform that generates localized lead-gen websites with organic SEO traffic; built a local lead-generation product on organic traffic.
- Productized real solutions: linkobox & Landing Forge (SaaS), a quiz-funnel lead-capture platform, AI-Souffleur (real-time phone assistant), tender intelligence with automatic bid-document filling, voice task manager and custom company bots.
- Integrated LLM features into products via MCP and RAG (pgvector); built an LLM gateway for cost and access control; shipped GDPR-compliant architecture by design.
- Strategic management: optimised processes and budgets, replaced manual processes and the human factor with AI across departments.

Stack: Claude API, OpenAI API, MCP, RAG/pgvector, Node.js/TypeScript, Vue.js/Nuxt.js, Python, PostgreSQL, MongoDB, Docker, Make.com, Strapi.

AI Developer | JS Full-Stack · AI Consulting & Automation

Freelance · Munich, Germany · Sep 2024 – Present

- Services: AI strategy consulting & integration, AI process optimisation & automation, AI development & programming, AI in marketing, AI training.
- Built AI solutions: AI email-personalisation sender, voice task manager, AI voice assistant, automated email answering, AI bots and data-processing tools; generation of local websites with SEO promotion.

Stack: LLM (Claude/OpenAI), MCP, RAG, prompt engineering, Node.js, JavaScript, Make.com, REST APIs.

Senior Frontend Engineer | InsurTech · Pricing Engine · Core Web Vitals

CyberDirekt GmbH · Berlin, Germany · Sep 2021 – Apr 2024

- Built the cyber-insurance calculator for a Deutsche Telekom brand (via CyberDirekt) and v2 of the pricing-engine "constructor".
- Improved marketing-website load speed and ran design updates; optimised Core Web Vitals (LCP/CLS).
- Maintained internal product support, broker portal and customer portal; structured SEO keywords.
- Collaborated with multiple teams to find technical solutions.

Stack: JavaScript, Vue.js, Nuxt.js, Loopback, Strapi, GraphQL, Bootstrap, MongoDB.

Lead Frontend Developer

Nordic Nutrition GmbH (Nordic Oil) · Munich, Germany · Feb 2020 – Aug 2021

- Created frontends from scratch (design + code), including hejoscar.dk (carsharing).
- Redesigned the NordicOil project (nordicoil.de) front end from scratch on the CodyHouse framework.
- Built a universal cookie-consent widget for all company sites; quick hypothesis-testing pages; email-signature design and code.
- Created Google Tag Manager scripts for A/B testing; SEO optimisations (LCP/CLS).

Stack: CodyHouse (Vanilla JS, SCSS, Gulp, SVG-defs, BEM), UX/UI, Figma, Google Tag Manager, Git.

Frontend Developer | E-Commerce · Online-Shop · Checkout

CyberSolutions GmbH (part of Hubert Burda Media) · Munich, Germany · Sep 2019 – Jan 2020

- Developed & maintained cyberport.de, one of the Hubert Burda Media holding projects.
- Contributed to a new checkout for the online store; implemented new functionality in a team.

Stack: ES6, JavaScript, jQuery, HTL (Java), Adobe Experience Manager (AEM), LESS, Flexbox, Grid, BEM, Gulp, Jira, Bitbucket.

Full-Stack Developer | Freelance

Twój StartUp · Kraków, Poland · May 2017 – Sep 2019

- Built web applications on WordPress and PHP; refactored, fixed bugs and maintained existing websites.
- Created complex responsive websites (landing pages, galleries, e-commerce) using a variety of CMS and PHP frameworks; understood the full project cycle from conception to deployment.
- Built antwerk.eu in Vue.js with new functionality and filters; improved UX performance.
- Worked on a client CRM; maintained SEO optimisation and microdata implementation.

Stack: PHP, MySQL, WordPress, HTML5, CSS3, JavaScript, jQuery, JSON, Vue.js, Bootstrap 3/4, WooCommerce, Gulp, Figma.

Head of Development / CEO

Theweb · Khmelnytsky, Ukraine · Mar 2015 – Apr 2017

- Collected application requirements with international clients; provided technical support and resolved bugs and issues.
- Created and sold templates on the Envato WordPress marketplace; maintained WooCommerce SEO revisions.
- Developed payment modules and revised functionality in OpenCart; strong analytics and A/B testing; worked with CodeIgniter.

Stack: WordPress, PHP, WooCommerce, OpenCart, MySQL, JavaScript, jQuery, Bootstrap 3, HTML5, CSS3.

Co-founder & Full-Stack Developer

OpenCart.Support · Khmelnytsky, Ukraine · Sep 2013 – Jan 2015

- Worked day-to-day with development, design and copywriting teams; delivered e-commerce projects to the technical specification.
- Git-based, end-to-end development lifecycle support; strong, practical web-markup skills.

Stack: OpenCart, PHP, MySQL, JavaScript, jQuery, Bootstrap 3, HTML5, CSS3.

Front-end Developer

GoIT (goit.cv.ua, part of Theweb) · Chernivtsi, Ukraine · Sep 2012 – Aug 2013

- Developed features using PHP and CMS WordPress, WooCommerce and OpenCart; created tailored web applications across finance and e-commerce.
- Participated in design and planning meetings; collaborated with Product Owners on UI prototypes.

Stack: WordPress, PHP, MySQL, jQuery, Bootstrap 3, HTML5, CSS3.

Front-end Developer

Theweb (software agency) · Khmelnytsky, Ukraine · Jul 2008 – Jun 2012

- Implemented high-quality software; investigated, reproduced and resolved defects; refactored where beneficial.
- Worked individually and in teams to design, develop and test websites; PSD-to-HTML, WordPress and OpenCart templates.

Stack: WordPress, OpenCart, PHP, MySQL, jQuery, HTML5, CSS3.

EDUCATION

Associate Degree in Software Engineering — Khmelnytsky Polytechnic College, Lviv Polytechnic National University, Ukraine · 2009