

# Andrei Muntanion

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## Summary

Engineering Lead with over 10 years of IT experience, specializing in building and managing high-performing development teams. Proven track record of delivering complex B2B SaaS products, optimizing processes using Agile methodologies, and bridging communication between technical teams and business stakeholders. Seeking an Engineering Manager or Technical Lead role to apply my skills in driving product growth and fostering a culture of technical excellence.

## Skills

Leadership & Management	Technical
Team Leadership (up to 8 people)	<b>Languages:</b> Node.js, Go, TypeScript, Python, SQL
Agile (SCRUM/Kanban)	<b>Infrastructure &amp; DevOps:</b> Cloudflare, GitHub Actions (CI/CD)
Project & Delivery Management	<b>Platforms:</b> Linux Server Admin (Debian), NGINX, Docker
Developer Experience (DX)	<b>Concepts:</b> System Design, B2B SaaS, API Development
Process & Quality Improvement	
Stakeholder Management	

## Work Experience

- Head of Development / Developer Experience Engineer** | Mailganer (*B2B email-marketing SaaS*)  
(May 2022 – Present)
- Managed a team of 5-6 engineers (4-5 developers, 1 QA), implementing Agile (SCRUM/Kanban) to establish predictable release cycles.
  - Improved product quality by implementing new testing processes, which **reduced customer-reported bugs by 50%** (from 8% to 4% of all support tickets).
  - Reduced average bug resolution time from 7-14 days to 2-3 days** through workflow optimization.
  - Led the end-to-end development and deployment of an on-premise version of the platform, opening a new enterprise customer segment.
  - Acted as the primary Product Manager and Business Analyst for key features, leading technical discovery sessions with clients.
- Head of Marketing & Sales** | BaseGroup Labs / Loginom (*Low-code analytics platform*) (Jan 2017 –

Dec 2021)

- Managed a cross-functional team, hiring and mentoring over 5 team members.
- Led complex client projects (e.g., credit scoring systems), coordinating between R&D, client technical teams, and business stakeholders.
- Launched and **grew the website's SEO traffic from 0 to 100,000** unique monthly visitors, significantly increasing lead generation.

#### **Technical Director** | IT Service Company — A-Service (2009 – 2016)

- Designed and maintained the IT infrastructure for a network of 9 regional branches.
  - Launched a new B2B tech support service from scratch, **scaling it to ~\$1M ARR** within 1.5 years.
  - Managed infrastructure, logistics, and a team of field engineers.
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#### Education

**Ryazan State Radiotechnical University** *Engineer, Software Engineering & Automated Systems*  
(2003 – 2013)