Nico Kalkusinski

Full-Stack Software Engineer, AI Systems

📞 +34 605 755 679 ✉️ nicokalkusinski@gmail.com 🔗 linkedin.com/in/nicokalkusinski

Professional Summary

AI-native generalist with **2y+ in AI (LLMs, RAG, MCP, model training, automations)** and **3y+ in full-stack dev**. Built and led **2 SaaS products** (languageeverest.com + cultinext.es) from idea to market. Delivered **50+ automations** using **N8N, Make, Zapier, Python**, integrating **CRMs, ERPs, RMM, GDrive, Sheets** to remove manual work and scale ops. Operate across **tech, sales, CS, GTM and enterprise deal-making**, always shipping fast with feedback loops. Fluent **EN/PL**, **proficient ES**, comfortable working across industries and cultures. I spot hidden leverage, turn it into clear plans and execute until it ships.

Experience

Neotic Technology SL — Sep 2024 – Present

Technical Solutions Lead, Business Operations, Customer Success Manager — *Valencia, Spain*

- **Technical Platform Development & Automation:** Led end-to-end development of **CULTINEXT enterprise agricultural SaaS** from idea to ready-for-market product, working with stakeholders to turn business needs into tech that scales. Built smart integration between **Raynet CRM and Atera ATS** that automatically syncs clients and contracts, **saving 3 hours of manual work every week**. Handled all technical support including WordPress fixes, custom reports, debugging, and system fixes across the entire business.

- **Sales Engineering & Go-to-Market:** Worked with sales team to translate technical products into what customers actually want. No tech speak, handled objections head-on, focused on what customers really need instead of pushing features. Designed and executed **multi-channel campaigns** across LinkedIn, email, and content marketing. Built **automated newsletter system** covering AI, IT, cybersecurity, automation, and business operations. Result: **Consistent brand presence, thought leadership positioning, and broader visibility**.

- **Customer Success & Relationship Management:** Built onboarding systems that **get clients results 65% faster** - from first contact to full implementation. Stayed **in direct contact during development**, giving regular updates and building what customers actually wanted. Created customer success stories showing real business impact, including **case studies with hard ROI numbers** for future marketing and establishing Neotic as the authority. Result: **Customers feel understood, trust us, and get the value of the service**.

- **Strategic Business Operations & Partnership Development:** Proposed, negotiated, and closed **strategic partnership with Raynet CRM** - expanding what we can do and opening new revenue streams. **Automated weekly reporting** that shows what's actually happening, freeing up brain space for big picture thinking. Result: **We spend time creating new angles instead of putting down the fires**.

LanguageEverest — Sep 2021 – Present

Full-Stack SaaS Language Learning Platform — *Side Project*

- **Product Development & Architecture:** Built complete language learning SaaS using **Next.js 15, React 19, TypeScript, PostgreSQL, Supabase**. Architected **AI-powered chat with real-time streaming, spaced repetition (FSRS v5) practice**, and **multi-tenancy**. Implemented **14+ features** including adaptive difficulty (A1-C2), instant AI tutor, progress dashboard, achievements, and 8-language support. Result: **Production platform serving real users**.

- **Full-Stack Engineering:** Built comprehensive system with **authentication, RLS security, TanStack Query optimistic updates, SSE streaming, OpenAI/OpenRouter integrations, automated testing, CI/CD**, and **PWA**. Created intelligent context management with summarization, rate limiting, and token optimization. Result: **Type-safe, production-grade codebase with clear patterns**.

- **AI Integration & Orchestration:** Integrated **multiple LLMs (OpenAI, Claude, Gemini)** via OpenRouter with **task-specific selection, reasoning models, streaming**, and prompt engineering. Implemented **content generation, real-time corrections, translations**, and context-aware personalities. Result: **Smart AI adapting to user level**.

Key Technical Achievements

CULTINEXT Agricultural Platform | *Full-Stack B2B/C SaaS* | cultinext.es **2025-Preset**

- Building **enterprise agricultural management platform** using modern stack: **Next.js 15, React 19, TypeScript, Supabase**. Features include **multi-tenancy, multi-layered security, Auth**, works in English and Spanish, clean code patterns, **type-safe everything**, smart caching, **automated deployments**, meaningful testing, and documentation that helps current and future devs. Kept **constant stakeholders feedback loops** throughout building process.

Raynet-Atera Integration System | *Intelligent Business Intelligence Tool* **2025**

- Built **automated reporting system** that connects CRM and service management. **No more manual data matching**, gives you what you need to know every week, and keeps **everything synced in real-time**. Result: **You see what's happening and make better data-driven decisions**.

Task & Hour Management Platform | *Low-Code Business Application* | neotic.es/sensem **2025**

- Built comprehensive **time tracking and task management solution** using **Bubble.io platform**. Connected with existing workflows to give **real-time visibility** into team productivity, project progress, and where resources go. Result: **Projects stay on track, customers stay informed, and team has a clear plan**.

Automated Newsletter Generation | *AI-Enhanced Content System* **2024-2025**

- Built **intelligent newsletter system** using **N8N automation and OpenAI API**. Give it content ideas and it automatically creates **HTML newsletters** that match your brand and audience. Connected **multiple AI models (Claude, Gemini, GPT)** through OpenRouter. Result: **No more formatting headaches** - team focuses on content that matters.

Technical Knowledge & Business Tools

Development & Technologies: TypeScript, Next.js, React, Node.js, PostgreSQL, Python, FastAPI, Django, Firebase, Supabase, N8N, Make, Zapier, GitHub, GitLab, CI/CD, APIs, OpenRouter, RPCs, Vercel, ArgoCD, Docker, K8s, Teleport, Rust, Grafana, Aikido, AWS, Clerk, LogTo, Sentry, Codex, Cursor, Claude Code, LLM Orchestration, AI Workflows, Process Automation, Security, API Design, Database Optimization, System Integration

Business & Customer: Notion, Monday, Slack, Outlook, ClickUp, Photoshop, Canva, HackMD, WordPress, Calendly, Creatio CRM, Stripe, Raynet CRM, Atera, MS Office Suite, Apollo, MailScale, Server Management

Business & Leadership

- **Technical Certifications: Machine Learning, AI Ethics**, Data Visualization, **Sales Engineering**, CRM Systems, **Microsoft Certified Professional (MCP)**, Google Analytics, HubSpot Inbound Marketing. Continuous investment in skills that drive business outcomes.

- **Business Operations: Strategic Negotiation**, Technical Consultation, **Customer Success Management**, Partnership Development, **Team Leadership**, Cross-functional Collaboration, Process Optimization, Growth Strategy.

- **Global Communication: Native fluency in English and Polish**, professional Spanish. Proven cultural adaptability across **international markets**, technical teams, and executive stakeholders. Experience managing relationships across **EU and US business environments**.

Education

University of Bradford **Bradford, England**
Bachelor of Science in Computer Science

Colorado Mesa University **Colorado, USA**
Bachelor of Science in Computer Science (Exchange Program)