

# Cosmin Poieana

## Fractional AI Product Strategist

*Outcomes delivered, not hours billed.*

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### SUMMARY

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AI handles the repetition. Humans fill the gaps that need judgment. Cosmin builds the systems that make that split work in production. Fractional AI product strategist with 13+ years of Python and a decade shipping in startups, two of which were acquired (Fashwell → Apple, Comfy → Siemens). Now helping B2B startups move from AI experiments to production-grade intelligent products, strategy through delivery.

### EXPERTISE

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- RAG pipelines, multi-agent architectures, and LLM integration (OpenAI, Anthropic, LangChain) in production
- AI product strategy: technical audits, risk registers, roadmaps for regulated industries (SaaS, med/biotech, fintech, HR tech)
- Embedded fractional engineering: inside your Slack, GitHub, and standups, shared conventions, MCP/CLI integrations, blueprint-first methods
- Python at depth: FastAPI, Django, Flask, async, distributed systems (gRPC, Celery, Dramatiq)
- Team AI adoption: Claude Code, Cursor workflows, multi-agent code review, compressing weeks into hours
- Full-stack delivery when needed: React/Next.js frontend, PostgreSQL/Redis/MongoDB backends, Docker/Kubernetes
- Blugen methodology: wrapping non-deterministic AI generation in deterministic blueprints for reproducible output

### NOTABLE WORK

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**Wandercode / VONQ** (2025–2026): Embedded as fractional engineer at a recruitment marketing platform serving 5,000+ job channels. Shipped four products in parallel: a Meeting Assistant (Recall + Google Meet, live interviewer insights), Interview Retry (Retell, audio recovery), a Knowledge Base with Careers Agent (Firecrawl → CV-based job matching), and a candidate language assessment MVP for a major European client. Drove AI adoption across the engineering team.

**Wandercode / A5 Labs** (2025): Built Python/FastAPI services and a C++ inference server delivering Game Theory Optimal (GTO) and reinforcement learning strategies for high-stakes poker tournaments.

**Sema4AI** (2023–2024): Led a team of 5 engineers building AI Actions for OpenGPT-powered agents. Core product: an Action Server (FastAPI) that discovers and runs action packages in isolation, wrapping Google, Slack, HubSpot, and local document operations. Also designed OAuth2 flows, drove DX improvements, and managed hiring and 360 reviews.

**Robocorp** (2021–2023, acquired by Sema4AI): Built the Python RPA library ecosystem: intelligent document processing, browser automation (Selenium/Playwright), OCR, OAuth2, PDF handling. 10k-user community. Prioritized ruthlessly from direct customer support.

**Comfy → Siemens** (2019–2020): Architected microservices for a smart buildings IoT platform (Go + Python/Django, gRPC/protobuf, PostGIS). Saw the full arc of a Siemens acquisition.

### TECH STACK

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**Languages:** Python (13+ years professional), TypeScript/JavaScript, Go, C/C++, SQL

**AI/ML:** LangChain, RAG pipelines, OpenAI/Anthropic APIs, Claude Code, MCP, Cursor, prompt engineering, Robot Framework, RPA, OCR, IDP

**Web:** FastAPI, Django, Flask, React/Next.js, Node.js/NestJS

**Infra:** Docker, Kubernetes (Helm), Google Cloud, gRPC/protobuf, Celery/Dramatiq/arq

**Databases:** PostgreSQL, Redis, MongoDB, ElasticSearch, SQLite

**Tooling:** PyCharm, VSCode, Vim, Git/GitHub Actions, pytest, Ruff, mypy, invoke, Fabric

## BACKGROUND

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BSc Computer Science, Alexandru Ioan Cuza University, Iași (2012–2018). Focus on data structures, algorithms, software architecture, cryptography.

Presented at EuroPython 2015 (Bilbao) on open-source CI infrastructure over OpenStack. Earlier security conference talks covered `exec/eval` vulnerabilities and steganographic file hiding.

Co-founded RoPython (PSF-approved), organizing regional conferences and workshops (2014–2016). Jury member at InfoEducație 2014 (Google-sponsored national contest).

Distinctions: Robocorp Level I/II/III certifications; 2nd place Innovation Labs Iași (2019); Bronze Medal, National Olympiad in Informatics (2012); Stanford AI course (2011).

Writing at [cmin764.medium.com](https://cmin764.medium.com) and [cosminslife.wordpress.com](https://cosminslife.wordpress.com). Photography at [asitisphotos](https://asitisphotos.com) (Instagram). Digital nomad since 2021, 50+ countries.

Scale proof: ~2B tokens/month, ~12,750 AI messages/month across systematic agentic workflows.