CURRICULUM VITAE

Andrii Sharapov

Founder-Led Product & Systems Architecture • ERP/Odoo • Custom IT Solutions • AI Automation

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PREFERRED CHANNELS
Google Meet · Slack · Zoom

About Me

Founder and product-minded systems architect building custom IT solutions across AI automation, ERP/Odoo, CRM workflows, web platforms, and analytics

I founded Metrolifting in February 2020 and, since March 2025, have been running it as my main independent studio: delivering client systems, packaging reusable products, documenting case studies, and owning the full path from discovery and architecture to deployment and follow-up roadmap

Languages

English Fluent communication	C1	Ukrainian Day-to-day native usage	Native	Polish Basic conversational level	Beginner

Skills & Tools

Architecture & Cloud

SYSTEM DESIGN · MICROSERVICES · DISTRIBUTED SYSTEMS · SAAS · ERP · KUBERNETES · CI/CD · AZURE · ACTIVE DIRECTORY · NODE.JS · TYPESCRIPT · JAVASCRIPT · NEXT.JS APP ROUTER · REACT.JS · PYTHON · PHP · LARAVEL · COMPOSER · HTML · CSS · DOCKER · BASELINKER · MAYOSPAM · SENSORS · SENSOPULSE · CASHINKA TELEPHONY · 1Ш · GOOGLE APPS SCRIPT · MONKILOW AUTOMATION · API INTEGRATIONS

Data & Integration

POSTGRESQL · MONGODB · ETL · API DESIGN · EVENT-DRIVEN ARCHITECTURE · DATA MODELING · ERP · CRM · 1С · ODOO · BASELINKER · MAYOSPAM · SENSORS · SENSOPULSE · CASHINKA TELEPHONY · 1Ш · GOOGLE APPS SCRIPT · MONKILOW AUTOMATION · API INTEGRATIONS

Platform Engineering

TERRAFORM · GITLAB CI · OBSERVABILITY · MONITORING · SENTRY · COST OPTIMIZATION · SECURITY COMPLIANCE · ESLINT · WORDPRESS · VERACRYPT · VPN · SHOPIFY

Product & Delivery

AGILE/SCRUM · LEAN · KANBAN · FIGMA · FIGMA · MIRO · DRAW.IO · POWER BI · SLACK · GITLAB · GITHUB · INTRUCAST · SUTRASKIN · CLICKUP · ASANA · MIXPANEL · TRELLO · VSCODE · CANVA · PHOTOSHOP · ZEPLIN · CHATSOFT · GOOGLE MEET · GOOGLE DOCS · GOOGLE SHEETS · GOOGLE DRIVE · GOOGLE ANALYTICS · 3R META BUSINESS SUITE · TAFFYE · ATLASSIAN SUITE · STRIPE · HP OPENVIEW · TIDAL · AESBRIDGE · TESTRAIL · HELLOSIGN

Tools & Collaboration

JIRA · COMPLIANCE · FIGMA · FIGMA · MIRO · DRAW.IO · POWER BI · SLACK · GITLAB · GITHUB · INTRUCAST · SUTRASKIN · CLICKUP · ASANA · MIXPANEL · TRELLO · VSCODE · CANVA · PHOTOSHOP · ZEPLIN · CHATSOFT · GOOGLE MEET · GOOGLE DOCS · GOOGLE SHEETS · GOOGLE DRIVE · GOOGLE ANALYTICS · 3R META BUSINESS SUITE · TAFFYE · ATLASSIAN SUITE · STRIPE · HP OPENVIEW · TIDAL · AESBRIDGE · TESTRAIL · HELLOSIGN

Professional Journey

Career Growth & Evolution

MOST RECENT ROLE
Founder & Solutions Architect
Metrolifting

February 2020 — Present
6 YEARS 6 MONTHS

INDUSTRY
Custom IT Solutions, AI Automation, ERP, Product Engineering

WORK TYPE
Independent / Remote

TEAM SIZE
Solo founder with contractor network

PROJECT SCALE
Multiple client systems, product prototypes, and automation retainers

Directions & Results

Independent studio built-out: founded Metrolifting in February 2020 and, since March 2025, shaped it into an active full-cycle delivery studio covering ERP, CRM, web, mobile, AI automation, and analytics work

ERP/Odoo delivery: migrated and recovered production Odoo environments, including Odoo.sh migration, PBX integration fixes, Owl frontend adaptation, and roadmap planning for MRP, Barcode, e-commerce, and email-routing consolidation

AI automation products: designed AI-assisted mail and lead-routing workflows for Odoo CRM, turning inbound messages into structured leads, qualification queues, and operational routing rules

Internal operating-system R&D: specified a modular work-management layer for organization structure, tasks, calendar, documents, communication, reporting, permissions, credits, and AI-assisted workflows without exposing the private project brand

Commercial web systems: delivered client-facing funnels and sites with Next.js, analytics architecture, GTM handoff, consent flow, optimized assets, and production handover documentation

Lead generation and CRM flows: prototyped Telegram monitoring, Instagram/real-estate qualification, and content originality workflows that connect acquisition channels with structured follow-up

Mobile product delivery: shipped SwiftUI reminder and habit-flow features, including persistence, notification scheduling, analytics logic, focus mode, templates, and polished iOS navigation

Founder-led execution: owned discovery, technical audit, proposal framing, architecture, implementation, client communication, QA, documentation, deployment support, and follow-up roadmap planning

Methodologies

FOUNDER-LED EXECUTION · FRACTIONAL · DISCOVERY-TO-DELIVERY · LEAN · SCRUM/KANBAN · PDA-FIRST · TECHNICAL RESCUE

Skills

FOUNDER-LED DELIVERY · SOLUTION ARCHITECTURE · AI AUTOMATION · ODOO / ERP ENGINEERING · CRM WORKFLOW DESIGN · PRODUCT DISCOVERY · TECHNICAL AUDITS · CLIENT DELIVERY · REQUIREMENTS ENGINEERING · OPERATIONAL AUTOMATION · RAPID PROTOTYPING · DOCUMENTATION SYSTEMS · FULL-CYCLE OWNERSHIP

Tools Used

ODOO · OPENAI · NEXT.JS · REACT · TYPESCRIPT · PYTHON · POSTGRESQL · SUPABASE · TELEGRAM API · META GRAPH API · CLICKUP · SLACK · FIGMA · GITHUB · VERCEL · ODOO.SH

Key Achievements

- Turned the post-employment period into an active independent business pipeline with delivered client work, productized modules, and reusable delivery assets
- Recovered and modernized real Odoo business systems instead of only producing advisory documents
- Built a visible Metrolifting product/service portfolio spanning AI/SaaS, lead automation, content tooling, web funnels, and internal operating platforms
- Created case-study-ready documentation across ERP, AI routing, LMS/workforce platforms, analytics, Telegram monitoring, and mobile reminder products

CAREER STEP 5
Product Manager
Qubit Labs

February 2022 — March 2025
3 YEARS 1 MONTH

INDUSTRY
FMCG

WORK TYPE
Remote

TEAM SIZE
10+ team members

PROJECT SCALE
$600K+ annual budget

Responsibilities

Conducted in-depth customer research to identify business requirements and recurring pain points, transforming insights into actionable system improvements

Defined functional and technical specifications, translating customer needs into detailed user stories and deliverable tasks for development teams

Built prioritization and capacity planning models based on business value and technical dependencies, ensuring balanced workloads and consistent sprint outcomes

Directed sprint architecture and execution, aligning delivery plans with two-week iterations and maintaining clear visibility into dependencies and progress

Analyzed product performance and post-deployment metrics to identify optimization opportunities and drive continuous improvement cycles

Introduced Lean and Scrum principles to streamline processes, reduce delivery friction, and maximize focus on high-value initiatives

Standardized workflow documentation and task clarity standards to reduce ambiguity, accelerate onboarding, and improve communication between teams

Fostered a collaborative, growth-oriented environment by mentoring team members, promoting ownership, and recognizing individual contributions

Championed a culture of incremental delivery and iterative improvement, ensuring systems evolved through stable releases and measurable value delivery

Methodologies

AGILE/SCRUM · LEAN · KANBAN

Skills

CUSTOMER RESEARCH · USER STORY CREATION · STRATEGIC PRIORITIZATION · SPRINT MANAGEMENT · PERFORMANCE ANALYSIS · PROCESS OPTIMIZATION · WORKFLOW DESIGN · TEAM LEADERSHIP · CHANGE MANAGEMENT · LEAN IMPLEMENTATION · CONTINUOUS IMPROVEMENT

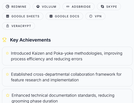
Tools Used

JIRA · COMPLIANCE · SLACK · TRELLO · FIGMA · ZEPLIN · GOOGLE MEET · GOOGLE SHEETS · GOOGLE DOCS · POWER BI · INTRUCAST · AZURE · ACTIVE DIRECTORY · DRAW.IO · MIRO · SHOPIFY

Key Achievements

- Led comprehensive Agile transformation, implementing Scrum rituals and DoR/DoD
- Established standardized development practices and code quality standards
- Implemented continuous feedback loop with customers, improving feature adoption
- Introduced regular retrospective meetings, improving team velocity
- Pioneered market trend analysis and feature implementation framework

Reason for Leaving



CAREER STEP 4
Product Manager
ClickDealer

April 2020 — October 2021
1 YEAR 6 MONTHS

INDUSTRY
Digital Marketing & Affiliate Network

WORK TYPE
On-site

TEAM SIZE
200+ team members

PROJECT SCALE
$2.4M+ annual budget

Responsibilities

Collaborated with key stakeholders to gather and translate business requirements into actionable development tasks for core and auxiliary application features

Conducted market and competitive research to evaluate feature proposals, preparing impact assessments that guided roadmap prioritization

Worked cross-functionally with engineering and business teams to validate new concepts, ensuring technical feasibility before implementation

Provided ongoing maintenance and support for integrated child products, monitoring dependencies within the broader product ecosystem

Developed and integrated new child product modules, ensuring seamless interaction with the main application and internal data flows

Evaluated technical feasibility of new functionality by analyzing integration patterns, dependencies, and codebase compatibility

Created structured task definitions and maintained prioritized backlogs to support efficient sprint planning and regular delivery cadence

Delivered detailed research reports and decision-support documentation outlining trade-offs, risks, and benefits to facilitate stakeholder alignment

Methodologies

AGILE/SCRUM · LEAN · KANBAN

Skills

PRODUCT STRATEGY · MARKET RESEARCH · FEATURE VALIDATION · CROSS-FUNCTIONAL LEADERSHIP · TECHNICAL ANALYSIS · PRODUCT INTEGRATION · ANALYSIS MANAGEMENT · SPRINT PLANNING · RESEARCH ANALYSIS · STAKEHOLDER MANAGEMENT · PRODUCT ECOSYSTEM DEVELOPMENT

Tools Used

REDMINE · MIXPANEL · AESBRIDGE · TAFFYE · GOOGLE SHEETS · GOOGLE DOCS · VPN · VERACRYPT

Key Achievements

- Introduced Kaizen and Poka-yoke methodologies, improving process efficiency and reducing errors
- Established cross-departmental collaboration framework for feature research and implementation
- Enhanced technical documentation standards, reducing grooming phase duration
- Optimized daily standup meetings, improving information exchange efficiency

Reason for Leaving

Accepted a strategic role with enhanced responsibilities and competitive compensation

CAREER STEP 3
Project Manager
MintyMint

December 2019 — December 2019
1 YEAR

INDUSTRY
IT Services & Consulting

WORK TYPE
On-site

TEAM SIZE
15+ team members

PROJECT SCALE
$450K+ annual budget

Responsibilities

Coordinated multiple client projects from discovery to delivery, gathering detailed requirements, interviewing stakeholders, and maintaining alignment between business and technical objectives

Translated complex requirements into actionable user stories and sprint plans, balancing scope and priorities across concurrent Agile teams

Supported resource planning and capacity management for shared engineering teams, aligning individual workloads with project timelines and strategic priorities

Drove adoption of Scrum-based Agile methodology, streamlining delivery processes and improving release predictability across all projects

Participated in presales discussions to assess client needs, outline technical possibilities, and prepare solution proposals in collaboration with the delivery team

Maintained ongoing client relationships, gathering feedback, tracking satisfaction, and identifying opportunities for follow-up work in project extensions

Collaborated with HR on team hiring and performance evaluations, helping define skill requirements and ensuring proper role alignment across projects

Contributed to company growth by supporting team scaling efforts, improving communication workflows, and aligning delivery quality with business expansion goals

Methodologies

AGILE/SCRUM · LEAN · KANBAN

Skills

STAKEHOLDER MANAGEMENT · SPRINT PLANNING · CAPACITY PLANNING · RESOURCE OPTIMIZATION · AGILE IMPLEMENTATION · BUSINESS DEVELOPMENT · 1Ш COLLABORATION · PERFORMANCE MANAGEMENT · TEAM GROWTH · PROCESS IMPROVEMENT · PROJECT PORTFOLIO MANAGEMENT

Tools Used

TIDAL · JIRA · COMPLIANCE · TRELLO · GITHUB · GITLAB · FIGMA · ESLINT · SLACK · CI/CD

Key Achievements

- Implemented comprehensive Agile transformation, introducing Scrum rituals and time tracking systems
- Established cross-project resource management framework, enabling teams to handle multiple projects efficiently
- Developed and implemented KPI system resulting in 14.3% productivity increase within first quarter
- Standardized task documentation and requirements implementation process
- Achieved high customer retention rate with multiple returning clients for new projects

Reason for Leaving

Transitioned to a position offering focused project ownership and deeper technical engagement

CAREER STEP 2
Project Manager
Incode Group

September 2018 — November 2018
2 MONTHS

INDUSTRY
IT Services & Consulting

WORK TYPE
On-site

TEAM SIZE
75+ team members

PROJECT SCALE
$1.8M+ annual budget

Responsibilities

Collaborated with clients across multiple ongoing projects to clarify requirements, document feature requests, and maintain alignment between business needs and development goals

Translated customer input into structured task plans and clear technical tickets, supporting predictable sprint execution

Assisted in task distribution and workload coordination for development teams, helping balance priorities across several parallel projects

Supported project managers in planning releases, tracking delivery progress, and maintaining continuous development cadence

Participated in deployment scheduling and verification, ensuring stable rollouts and smooth handovers to maintenance

Contributed to presales activities by collecting client expectations, drafting preliminary estimates, and preparing project documentation

Helped maintain post-release projects through issue tracking, feedback collection, and coordination with development teams to resolve client-reported problems

Methodologies

AGILE/SCRUM · LEAN · KANBAN

Skills

REQUIREMENTS ANALYSIS · TASK PLANNING · RESOURCE MANAGEMENT · PROJECT LEADERSHIP · RELEASE MANAGEMENT · CONTINUOUS DELIVERY · DEPLOYMENT PLANNING · CLIENT COMMUNICATION · PRESALES OPERATIONS · MAINTENANCE MANAGEMENT

Tools Used

UPWORK · TIDAL · TRELLO · CI/CD · GITHUB · GITLAB · INTRUCAST · AUDIOMATICS · SUTRASKIN · JIRA

Key Achievements

- Optimized resource allocation across multiple projects, maintaining high developer satisfaction while handling 3-4 concurrent projects per team member
- Developed standardized customer feedback processing system, reducing feature implementation time
- Created unified project adjustment framework, decreasing response time to customer requests

Reason for Leaving

Sought a role that better aligned with my technical expertise and career development goals

CAREER STEP 1
Project Manager
AVEDiuS

April 2018 — August 2018
4 MONTHS

INDUSTRY
IT Services & Consulting

WORK TYPE
On-site

TEAM SIZE
25+ team members

PROJECT SCALE
$400K+ annual budget

Responsibilities

Assisted in developing web applications for small and mid-sized clients, focusing on clean code structure and maintainable front-end logic

Supported integration of APIs and databases under supervision, helping connect CRM and analytics modules within client systems

Collaborated with senior developers during requirement clarification and sprint planning, learning Agile delivery workflows

Contributed to interface refinement and component testing, identifying layout or logic inconsistencies during development cycles

Helped document technical processes and maintain version control through Git-based workflows

Participated in internal reviews and refactoring tasks, improving code readability and consistency across shared repositories

Actively developed foundational skills in JavaScript, HTML/CSS, and task tracking tools (Jira, Trello)

Methodologies

AGILE/SCRUM · LEAN · KANBAN

Skills

MULTI-PROJECT MANAGEMENT · CUSTOMER RELATIONS · PRESALES & SALES · REQUIREMENTS ENGINEERING · RESOURCE ALLOCATION · STRATEGIC PLANNING · CONTRACT NEGOTIATION · TEAM COORDINATION

Tools Used

TRELLO · WORDPRESS · FIGMA · UPWORK

Key Achievements

- Established first formal SDLC framework, introducing structured development processes and quality gates
- Implemented task tracking and time management systems, improving project visibility and resource allocation
- Introduced sprint planning methodology, reducing project delivery times and improving team predictability

Reason for Leaving

Pursued an opportunity for professional growth and expanded responsibilities in a larger organization

8+
Years Experience

85+
Projects Delivered

38+
Tools Mastered

325+
Team Members Led