Marko Petronijevic

Work permit: Serbian │ **Date of birth:** 20/02/1987 │ **Place of birth:** Belgrade, Serbia │

Nationality: Serbian │ **Gender:** Male │ **Phone number:** (+381) 631440708 (Mobile) │

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ABOUT ME

Profile

Consultant and product/ops specialist with experience in legal technologies, regulatory frameworks (AML/EMSA/MiFID), and software development (AI, Electron/React, CRM/task tools). Proven track record of collaboration with law firms and financial institutions. Focused on process digitalization, AI orchestration, and early fraud detection systems.

Work Experience

Director – Arharing d.o.o. (New Belgrade, Grawe building)
2017 – 2019
  • Managed agency operations and business development
  • Led teams and client relationships
  • Developed marketing strategies and digital campaigns

Consultant for Law Firms – IVVK / Lexquire Group
2019 – Present
  • Consulting with one of Serbia's leading law firms (≈30 employees)
  • Active contributor to the development of **Rubikon Lex AI** application
  • Digitalization and optimization of legal processes (OCR, classification, templates)
  • Introduction and testing of AI systems for court and enforcement procedures

Consultant – 2M Company, Slovenia
2020 – October 2024
  • Collaborated with lawyers and legal teams on case development
  • Analyzed and ensured compliance with regulations (AML, EMSA, MiFID)
  • Consulted on the development of software for early fraud/AML breach detection; proposed **Neo4j** graph-database architecture for tracking linked transactions and anomaly detection
  • Communication with financial institutions and regulatory bodies

Consultant (as-needed) – Elitas Belgrade, for CEO Bosko Kosovac
2021 – 2023
  • Prepared reports and market analyses
  • Created marketing materials
  • Organized meetings and business administration
  • Provided strategic advisory as personal consultant

Owner – BullkerBlue d.o.o.
2014 – 2016
  • Designed and implemented marketing campaigns
  • Managed clients and projects

Projects

Rubikon Lex AI (IVVK / Lexquire Group)
  • Development of an advanced legal application for enforcement proceedings digitalization
  • Implementation of OCR, AI classification, and automated legal templates
  • Consulting and testing with legal teams

Fortuna AI Corridor (Informacioni sistemi, Belgrade)
  • Development of a multi-layer AI system for managing business processes
  • **Fortuna AI**: hybrid platform connecting NLP, voice assistants, visual forensics, and legal agents into a unified process corridor
  • Orchestration of modules and integration with interfaces (Electron, React, API communication)

Anti-Fraud Software (2M Company, Slovenia)
- Consulting on the development of anti-money laundering and fraud prevention systems
- Proposed and validated **Neo4j** graph-database architecture for identifying complex transaction links
- Tested anomaly detection algorithms and AML violation simulations

Education
- Higher Business School of Belgrade — undergraduate (final year)
- Electro-Power Secondary School, Belgrade (now under a new name) — technical secondary education

International Experience
- Romania, Bucharest — 2016–2018 (work and residence)
- Bulgaria, Varna — 2013 (consulting services, building a team for trading bot development and automated financial tools)

Skills
- **Marketing and Communication:** strategy, content, campaigns
- **Regulatory & Legal Frameworks:** AML, EMSA, MiFID
- **Software & IT:**
  - Programming: Python, Java, JavaScript, HTML/CSS
  - Applications: Electron, React; CRM and task management systems
  - API Tools: Postman, Swagger/OpenAPI
  - NLP/AI: Rasa; model configuration and orchestration
  - Graph Databases: Neo4j (entity/relationship modeling and analysis)
- **Presentation Tools:** Canva, Prezi
- **Organizational Skills:** project management, team leadership

Languages
- Serbian — native
- English — advanced

References
- Milos Vuckovic — Partner at IVVK, Co-Founder · +381 60 743 4673
- Bosko Kosovac — CEO, Elitas Belgrade · +381 64 111 8108
- Martin Pus — Owner, 2M Consulting, Ljubljana · +386 41 453 991
- Djordje K. — Owner, Informacioni sistemi, Belgrade · +381 64 825 9501