Nikolay Trakiyski

AI Solutions Architect | Product Manager | Low-Code & Open-source addict

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Professional Experience

AI Solutions Architect
Fast Track | Dec 2024 - Jun 2025

The Challenge: CEO with big social media influencer energy talking about revolutionary AI impact while two fresh college graduates stared at me waiting for step-by-step instructions on how to build 'the future.'

- Taught college graduates to think through problems, leading to solution proposals.
- Built a multi-tenant Next.js app with AI integration, connecting 4 databases, RAG systems, and N8N workflows.
- Automated workflows, eliminating 80% of manual data processing by identifying repetitive tasks suitable for API handling.
- Designed scalable infrastructure for 10,000 users, balancing future growth with current needs of 50 beta users.

Innovation Manager
PM Mentality (Non-Profit) | Oct 2023 - Present

The Challenge: Building a scalable project management mentorship program from the ground up, managing each season's unique requirements while building the technology infrastructure and serving as both mentor and technical lead.

- Built complete program infrastructure for 3 seasons using low-code platforms, including registration, management, and tracking systems.
- Designed and developed pmmentality.com, serving as a marketing platform, registration portal, and resource hub for mentors/mentees.
- Mentored 2 entry-level participants through PMBOK, translating theoretical concepts into practical, real-world applications.
- Taught product management and software development fundamentals in workshops, improving team contribution to program development.

Product Owner
Densihi | Oct 2024 - Dec 2024

The Challenge: Short-term engagement to help clients who knew they had business problems but couldn't articulate what they actually needed built, while coordinating between C-level executives, software architects, and development teams.

- Transformed vague business problems into concrete technical requirements through deep-dive discovery sessions with clients.
- Collaborated with software architects to design scalable solutions, balancing client needs, performance, and budget constraints.
- Managed complex stakeholder communication, ensuring alignment and adapting to changing requirements across teams.
- Delivered software solutions on tight timelines through constant communication and proactive updates, ensuring client satisfaction.

Product Manager
Akkodis | Apr 2022 - Jun 2023

The Challenge: Got promoted to lead team growth and client relations after proving I could turn around struggling projects. Now needed to scale the team, mentor others, and handle direct client communication across multiple international markets.

- Grew and optimized team from 4 to 6 by identifying skill gaps and adding a designer and junior product owner for mentorship.
- Managed direct client relationships across Germany, Australia, USA, and France, adapting to diverse business cultures.
- Mentored a junior product owner to independence within 4 months by delegating real responsibility and fostering ownership.
- Solved the 'everyone needs something different' problem by building flexible features addressing common international pain points.

Product Owner
Akkodis | Jul 2021 - Apr 2022

The Challenge: Inherited a project that had been running for 2 years with minimal impact, serving 30,000 employees. Previous team couldn't deliver results, and I was wearing multiple hats as designer, product manager, and stakeholder communicator.

- Increased monthly active users by 150% in 2 months by focusing on actual user needs over stakeholder assumptions.
- Translated executive vision into technical requirements, bridging communication gaps between VP of Product and developers.
- Built a scalable internal application for 30,000 employees by prioritizing edge cases, ensuring broad functionality.
- Demonstrated ability to handle multiple roles, delivering superior results and earning a promotion to Senior Product Manager.

Product Owner
Yettel | Apr 2020 - Jun 2021

The Challenge: Junior role where I had to prove I could handle real product decisions, plus we needed to turn an internal tool into something we could actually sell to other companies.

- Transformed internal app into market-ready SaaS by identifying common client problems across industries.
- Conducted sales meetings, demonstrating product vision and understanding specific client needs.
- Managed a 5-person team, streamlining feature development for multiple client types.
- Secured first 3 paying clients by delivering precise solutions based on deep workflow understanding.

Junior Product Owner
Yettel | Nov 2019 - Apr 2020

The Challenge: First real job, had a mentor watching everything I did, needed to prove I could handle stakeholder communication and team management without screwing up.

- Learned stakeholder communication by asking questions to reveal true problems behind requests, not just stated solutions.
- Managed a small dev team, learning project management and documenting mistakes for future improvement.
- Delivered software on schedule by over-communicating and building buffer time into estimates due to learning curve.
- Progressed from needing approval to making independent decisions within 6 months, with reduced mentor oversight.