

Marco Bettiolo

Co-Founder & CTO ▪ London, UK ▪ [linkedin.com/in/marcobettiolo](https://www.linkedin.com/in/marcobettiolo)
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SUMMARY

CTO and Co-Founder with 25+ years in software engineering, leading AI-powered product development at scale.

I specialize in:

- Production AI systems — building and shipping real AI products, not demos
- Real-time voice applications — conversational AI that actually works
- Enterprise SaaS platforms — scaling to millions of users
- AI "slop" rescue missions — rearchitecting hastily-built AI systems into maintainable, production-ready code

Serial entrepreneur with 5 co-founded ventures across AI, Blockchain, Fashion-tech, Coffee and Japanese green tea.

TECHNICAL SKILLS

AI/ML: RAG, LangChain, Vector Databases (Qdrant), Multi-LLM Orchestration, Semantic Search & Embeddings, AI Observability, Voice AI / Conversational AI

Backend: Python (FastAPI), Node.js, TypeScript, Microservices, REST APIs, RabbitMQ, Redis

Frontend: React, Next.js 15, TypeScript, TailwindCSS

Infrastructure: Supabase, PostgreSQL, LiveKit/WebRTC, Vercel, Railway, Hatchet

Leadership: Engineering Team Leadership, AI-first Agile, CI/CD, Technical Roadmapping, M&A Due Diligence

EXPERIENCE

Co-Founder & CTO ▪ Sensay ▪ Jul 2023 – Present

Leading technical vision for AI-powered knowledge transfer platform that captures organizational expertise before employees leave. Managing an AI-first team of up to 22 people across engineering, product, and design.

- Architected real-time voice interview system (LiveKit, OpenAI STT/TTS, Silero VAD) with sub-second latency
- Built multi-provider LLM routing (OpenAI, Anthropic, xAI, Google, DeepSeek) with intelligent fallback and cost optimization
- Designed "preservation-first" knowledge architecture—storing original data with full processing lineage for reprocessing as AI evolves
- Designed RAG pipeline with multilingual embeddings, semantic chunking, and Qdrant vector search
- Established type-safe architecture: FastAPI → OpenAPI → auto-generated TypeScript clients
- Implemented GDPR-compliant, SOC 2 infrastructure with Row-Level Security

Senior Engineering Manager ▪ Infinitas Learning ▪ Feb 2023 – May 2024

Led engineering teams for one of Europe's largest EdTech companies, serving millions of students across Netherlands, Belgium, and Sweden.

- Managed multiple cross-functional teams delivering SaaS learning platforms
- Drove technical strategy and roadmap for digital learning products
- Implemented engineering best practices and process improvements across distributed teams

Head of Engineering ▪ Fankee ▪ Oct 2022 – Nov 2023

Co-founded and led engineering for Web3 music startup. Architected smart contract system enabling automated royalty distribution and NFT music releases for Electronic Music artists. Built from zero to launch.

Senior Engineering Manager ▪ Hopin ▪ Aug 2021 – Aug 2022

Led transformation to continuous deployment for 200+ engineers across 22 teams.

- Reduced release cycle from 2 weeks to daily deploys within 6 weeks
- Scaled to 300–400 production deployments/month on monolithic codebase
- Designed and drove cross-team adoption of automated test suites, production monitoring, and deployment pipelines
- Shifted ownership model so each team could deploy independently—requiring cultural change alongside technical implementation

CTO ▪ Tes ▪ Apr 2018 – Jan 2021

Led 60+ engineers for EdTech platform serving 16M+ users globally across 25,000 schools.

- Managed ~180 microservices handling 1.5B+ monthly requests
- Oversaw M&A technical due diligence and engineering budget/strategy
- Stack: Node.js, React, MongoDB, PostgreSQL, Kubernetes, Elasticsearch

Earlier Roles

7digital (Jul 2013 – Apr 2015) – API Developer → Team Lead. B2B music platform (40M tracks, 1B+ requests/month). Led team handling auth/routing for REST API at 25k–35k req/min. TDD, CI/CD, Kanban.

Execview (May 2012 – Jun 2013) – Senior Software Developer. Led technical debt reduction, WebForms→MVC migration, KnockoutJS/TypeScript components.

Allianz (May 2010 – May 2012) – Software Engineer (Consultant). Multi-tier architecture, 800k+ LOC refactoring (SOLID/KISS). Built insurance premium calculation engine, automated deployment pipelines.

Self-Employed (May 2008 – May 2012) – Built facility management systems, tanker ship compliance software.

T.H.E. 90 snc (Jul 1999 – May 2008) – Full-stack developer & IT engineer. Built ASP e-commerce engine.

Rocco Pasquale (Oct 1998 – Jul 1999) – First role. Built a custom billboard software.

LANGUAGES

English – Native ▪ Italian – Native ▪ Slovenian – Native