

PAVEL LIPIN

Automation Engineer & AI Systems Integration Specialist

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Portfolio: english-portfolio-two.vercel.app

PROFESSIONAL SUMMARY

Automation Engineer with 4+ years delivering enterprise-grade AI-powered workflow solutions for mid-market and enterprise clients across maritime, real estate, logistics, and SaaS sectors. Specialized in designing scalable no-code/low-code orchestration systems (n8n, Make) that reduce operational costs by 40–60% while maintaining 99.7% system reliability. Proven ability to architect end-to-end automation systems, integrate complex APIs, and lead technical implementations from requirements to production deployment on self-managed infrastructure.

CORE TECHNICAL COMPETENCIES

Expert (Daily Production Use):

- Workflow Orchestration: n8n (advanced), Make, workflow architecture & debugging
- AI/LLM Integration: Claude API, OpenAI GPT-4, prompt engineering, RAG systems
- Databases: Supabase (PostgreSQL), Qdrant vector DB, real-time data processing
- API Integration: REST, webhooks, Telegram API, Gmail API, WhatsApp Business API, Slack

Proficient:

- Backend Development: Node.js, JavaScript (ES6+), SQL, Bash scripting
- Platforms: Airtable, Google Sheets, Firebase, Pinecone
- Infrastructure: VPS deployment (Linux), CI/CD basics, monitoring & alerting, Docker

Familiar:

- Frontend: Next.js, React (project-level), TypeScript
- Tools: Zapier, Google Apps Script, multi-LLM comparison (Gemini, DeepSeek, Perplexity AI)

PROFESSIONAL EXPERIENCE

Founder & Lead Automation Engineer

Kronline (AI Automation Solutions) | Remote | January 2021 – Present

Architected and delivered 30+ enterprise automation solutions across 15+ industries. Built scalable systems handling real-time data processing, multi-agent AI orchestration, and self-healing error management. Managed end-to-end project lifecycle: requirements gathering, technical design, implementation, production deployment, and ongoing support.

Key Projects & Impact:

LesFlow – Logistics Aggregation Platform

- Architected full-stack mobile platform (Next.js frontend, n8n orchestration layer) connecting forest transport operators with timber companies
- Designed AI-powered matching algorithm integrating real-time GPS tracking and dynamic pricing
- Result: Enabled first market entry for venture-backed logistics startup; platform now processes 50+ daily transactions
- Technologies: Next.js, n8n, Supabase (PostgreSQL), Claude AI for demand forecasting

Astra Marine – Maritime Tourism Automation & Competitive Intelligence

- Designed AI assistant for cruise booking automation (Telegram + web interface)
- Built competitive intelligence system analyzing 50+ competitors daily with automated pricing analysis and trend detection
- Implemented multi-channel communication layer (Telegram, email, web) with centralized data handling
- Result: 35% increase in booking conversion rate; reduced manual competitive analysis time from 4 hours to 15 minutes daily
- Technologies: n8n, Claude API, Supabase, Qdrant (vector DB for semantic search)

Real Estate Automation Suite (5+ Property Management Companies)

- Developed end-to-end automation platform for mid-sized property management firms (20–100 employees each)
- Built lead capture system with CRM integration (HubSpot, Pipedrive)
- Created property listing synchronization across 10+ platforms (Airbnb, Booking.com, local portals)
- Result: 50% reduction in lead processing time; 30% increase in listing reach; zero manual data entry
- Technologies: n8n, Make, Airtable, Zapier, Google Sheets, REST APIs

AI-Powered HR & Recruiting Automation System

- Built end-to-end recruitment workflow: resume ingestion → AI evaluation → interview scheduling → offer management
- Implemented Claude-based resume screening with custom evaluation criteria per client
- Result: Reduced hiring cycle from 4 weeks to 10 days; processed 500+ candidates/month with minimal manual intervention
- Technologies: n8n, Claude API, Supabase, Telegram API, Google Calendar API

Centralized Error Management & Self-Healing System

- Designed production error handling system for n8n workflows across 8+ client deployments
- Built ML-powered root cause analysis using vector embeddings and historical logs
- Result: Achieved 99.7% uptime across all client systems; reduced incident response time from 2 hours to 8 minutes
- Technologies: n8n, DeepSeek, Supabase, Qdrant (vector DB), Telegram API

TECHNICAL PROFICIENCY MATRIX

Category	Tools/Languages	Proficiency Level
Workflow Orchestration	n8n, Make, Zapier	Expert
AI/LLM	Claude 3, GPT-4, RAG systems	Expert
Data Persistence	Supabase (PostgreSQL), Qdrant, Firebase	Proficient
Development	JavaScript, Node.js, SQL, Bash	Proficient
API Integration	REST, Webhooks, 6+ business APIs	Expert
Infrastructure	VPS (Linux), Docker, monitoring	Proficient

EDUCATION

Bachelor of Science in Economics & Management of Forest Complex

Saint Petersburg State Forest Technical University | 2018

LANGUAGES

- Russian: Native
- English: Fluent (Business & Technical)
- Dutch: Elementary (Currently learning)

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- n8n Workflow Automation — Self-taught, production-level expertise
- Claude API & Prompt Engineering — Anthropic documentation + hands-on implementation
- REST API Design & Integration — Practical experience across 20+ integrations
- PostgreSQL & Vector Databases — Hands-on experience with Qdrant, Pinecone

KEY ACHIEVEMENTS & METRICS

- ✓ 30+ production systems delivered with zero critical failures in 2024
- ✓ 40–60% operational cost reduction across client portfolio
- ✓ 99.7% system uptime maintained across 8+ concurrent deployments
- ✓ 100% client retention rate (zero churn among active contracts)
- ✓ Reduced client support overhead by average 60% through workflow automation
- ✓ Successfully led implementations serving enterprise clients (500+ employees)
- ✓ Self-directed learner: mastered n8n, vector databases, and multi-agent AI systems within 2–3 weeks

WORK STYLE & APPROACH

- Independent problem-solver who architects solutions from requirements → design → production deployment
- Proactive in identifying automation opportunities and proposing technical solutions
- Experienced troubleshooting production incidents and optimizing existing systems
- Comfortable working with non-technical stakeholders to translate business needs into technical specifications

AVAILABILITY

- Flexible start date (2–4 weeks notice)
- EU work permit holder | Open to sponsorship for Middle East/Asia positions
- Work arrangement: Remote, Hybrid, or Relocation negotiable