

Denis Kozionov

Product Manager / Technical Product Manager

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Product founder who connects customer discovery, UX, technical delivery and commercial growth. Built and operated OctoFunnel, owning product decisions from the first customer problem through launch, support and continued development.

SELECTED RESULTS

- Served 2,000 platform customers over the product's lifetime; customers generated US\$32M in combined sales since 2022
- 5M contacts managed across client installations

EXPERIENCE

Founder & Product Engineer - OctoFunnel | 2019-present

- Work with clients daily to uncover needs and ship UI improvements, prioritizing simple solutions that balance feature flexibility with an intuitive experience for new users
- Evolved an initial four-video funnel workflow into a platform for websites, custom funnels, CRM, messaging, online courses and AI-assisted creation through direct customer feedback
- Launched a focused first version of standalone websites, validated demand with customers and expanded it into a product capability customers buy the platform to use
- Reduced signature-funnel build time from 20+ hours of manual work to approximately 30 minutes with an AI-guided creation flow
- Developed an easily scalable signature sales-funnel method for education businesses, combining sequenced lessons, homework and curator-client feedback to help clients grow to millions in sales
- Built a network of approximately 30 sales partners on a 50% sales-share model; the top partner generated US\$1.875M in turnover at a 50% margin
- Held regular partner conversations about customer needs, sales and product improvements, connecting distribution feedback to product priorities
- Built CRM, messaging and course-delivery infrastructure for the platform's largest client, with 687,104 CRM contact records and approximately US\$3.75M in sales
- Use Claude Code and Codex to prototype and ship product changes, inspect behavior and validate the customer workflow

PRODUCT & TECHNICAL SKILLS

Customer discovery, product prioritization, MVP delivery, UX, partner-led growth, AI-agent workflows. Hands-on delivery with TypeScript, React, Node.js, PostgreSQL, MCP, Claude Code and Codex

AVAILABILITY

Based in Canggu, Bali (UTC+8). Available full-time for on-site or hybrid roles with sponsored relocation. English C1