

Alexander Litvinenko

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I founded SalesWings and took its AI trainer for sales teams to the first paying B2B customers. I have spent seven years on B2B products: integrations, ERP, corporate portals and AI. I build my own services with Claude Code and Codex, and 14 of them run in production. I am looking for a Senior PM or AI PM role in B2B SaaS or an AI product, remote or with relocation.

+25%

lead-to-deal conversion for SalesWings clients

25% → 1%

failed transactions at a jewelry retailer after the integration

14

of my services and sites run in production

7 years

in B2B: integrations, ERP, portals, AI

EXPERIENCE

SalesWings • saleswing.ru

Apr 2025 – present

AI SaaS Founder

An AI trainer for sales teams. A rep chats with a virtual buyer and gets feedback on every message.

- In customer interviews I found that onboarding new sales reps costs companies a lot of time and money. I shaped the product around that problem, designed a system of three LLM agents and took the startup to its first paying B2B customers.
- Buyer. Creates a customer persona and runs the dialogue in real time.
- Coach. Scores every reply from the rep and suggests the next best action.
- Analyst. A fine-tuned model scores the dialogue on 8 behavioral metrics.
- +25% lead-to-deal conversion for clients · 30% of demos turned into contracts

KODAR, Moscow

Aug 2024 – present

Technical Product Manager · Head of Enterprise Solutions

- Designed a data bus that connected 11 databases of a manufacturing holding: HR, finance and operations. Data exchange became 25% faster.
- Connected a jewelry retailer's back office to its online store with real-time sync of catalog, prices and stock. Failed transactions dropped from 25% to 1%.
- Launched accounting for a new business unit in a manufacturing holding. 15 employees save 2 hours a day.

Portal-Yug, Krasnodar

Mar 2022 – Aug 2024

Project Lead · Product Manager

- Owned the strategy, financial model and roadmap of a corporate portal and led a team of 7.
- Introduced RICE prioritization, and new features started shipping 30% faster. User satisfaction rose 20% and the development budget fell 15% while scope grew.
- Delivered API integrations with 1C that cut manual work by 25%.

INK-GROUP, Krasnodar

Jun 2020 – Mar 2022

1C Developer · Product Analyst · Business Analyst

- Ran A/B tests and collected user feedback, and the number of active portal users grew 15%. Cut the build time for new integrations by 30%.

First BIT

Aug 2019 – Jun 2020

Technical Product Specialist · 1C Developer

- Completed every implementation successfully and built a methodology that cut launch time by 20%.

SERVICES I BUILT MYSELF

14 services in production. I write the code together with Claude Code and Codex and ship releases with rollback to my own server.

ProjectControl `projectcrm.ru`

Workspace for a project office: portfolio, required checklists, Gantt chart and team workload.

Ondal `ondal.product1c.ru`

Management accounting: invoices with approvals, inventory, P&L, cash flow and export to 1C over OData.

1C Product Map `map.product1c.ru`

Picks a 1C product bundle for a task and prices it from the official price list. Requests go straight to Bitrix24.

Skills for AI agents

`claude.product1c.ru`
My Russian translation of the 24 Addy Osmani skills that take an agent from spec to release.

bitrixconnect

Syncs tickets from Jira Service Management and 1C-Connect with Bitrix24 tasks in both directions.

cBrain `cbrain.product1c.ru`

A WebGL2 site where 110,000 particles rearrange as you scroll.

Also in production: Bitrix24 time reports, the Ladno accounting demo, a school for 1C interns, Ladny Interface, the Product1C 3D site, a studio site, a monitoring panel and the Crown Defender game. AI prototypes: NEUROCORP (a company of AI agents where a human approves the project and quote); AIQ (AI candidate assessment); AI Project Executor (charters, specs and quotes on a schedule, sent to Telegram); Claude Code vs Codex (one brief, two agents).

EDUCATION

Innopolis University

Master's in Digital Product Management, 2026, with honors

IMSIT

Bachelor's in Business Informatics, 2019

CERTIFICATIONS

SkillGrade Senior Product Manager, 2025

1C: Project Manager, 2024

1C: Specialist-Consultant, 2019

ICBT School of Business Trainers, 2017

LANGUAGES

Russian native · English C1 · German A1

SKILLS

Product

customer discovery · JTBD · RICE · OKR · unit economics · financial model · roadmap

AI

multi-agent LLM systems · model fine-tuning · MCP · Agent Skills

Engineering

TypeScript · React · PostgreSQL · Docker · WebGL · ESB · REST · OData · 1C · Bitrix24

HOW I WORK

- I start with the business problem and choose the model later.
- By default an agent can only read data, and a human approves every write.
- I keep verified facts apart from experiments and assumptions.
- I publish documentation with the code and limitations with the results.