Oleg Zabielin

Project Management | Operational partner | Software Delivery & AI Integration Lead

Minsk, Belarus · Available for remote · Free entry to US and EU

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CORE EXPERTISE

Software Delivery and Project Management

- Business Process Automation
- Product Development
- Investor and Stakeholder Management
- Technology Product Launches
- Business Model Design
- Persuasion & influence

Digital Entrepreneurship

- Business opportunity discovery
- Presenting and pitching
- MVP, Hypothesis Validation
- Product Operations
- Marketing and Lead Generation
- SEO/GEO/A2A
- Business Legal Architecture

AI-powered Development

- LLM Agents & Workflow Design
- RAG & AI-powered Search
- LLM API Integration
- AI-powered Market Research

Technology and product professional with a background spanning software development, product creation, project delivery, and entrepreneurship. Has built businesses from scratch and delivered projects inside major IT companies. Apply AI to real work and business.

In any business entrusted to me, I think and act as a co-owner: I give it my full effort, take responsibility, watch the money, and don't wait for instructions.

FOUNDER EXPERIENCE

Dec 2025 - present: **Co-founded and run anlai.by**
A SaaS for direct deliveries from China to the EAEU with integrated logistics and customs services.

- Responsible for the business as a whole: concept, service model, operational management, platform development and content, building the partner network, and customer acquisition.

Oct 2023 - present: **Owner of Insighter LLC**
A company that provides psychological diagnostics tools for uncovering the profound needs of customers and employees and turning them into revenue.

- Run the company on my own: product design, client work, sales, finance and legal.

2018-2020: **E-commerce operator**
Online stores selling FMCG products to Western markets.

- Launched and managed the stores as a one-person operation: sourcing, listings, advertising, orders, logistics, customer service and financial control.

2018: **Owner of BeSecure**
A web service designed to alert users about mentions in state registers. Led the project from concept to closure.

- Took the project from idea to launch and closure: product, development, marketing and the decision to shut it down.

2016-2020: **Owner of Getmilitaryphotos**
The world's first military microstock agency.

- Founded the business and ran every function: strategy, platform, content supply, sales, customer support and operations. Winner of the 72nd Startup Battle (2017).

CORPORATE EXPERIENCE

June 2022 - February 2024: **Project manager, EPAM Inc.**

- Initiated and led an internal project endorsed by a global EPAM executive.

May 2021 - March 2022: **Project manager, SoftServe**
Software engineering and IT services.

- Led a team of 13 developers in software engineering and IT services projects. Owned planning, scope, risks and client communication.

June 2020 - February 2021: **Process manager, M3Cargo**
Global logistics solutions provider.

- Led a project to automate processes and integrate OCR and ML solutions and AI-powered tools for customs goods classification.

April 2019 - May 2020: **Project manager at Adverster Offers**
Digital advertising services.

- Led 11 lead generation projects
- Launched an Instagram engagement service, growing its user base to 1000+ customers.

2003 - 2015: **Various managerial positions and roles**
In business, politics, law and beyond.

TECH SKILLS

I can provide a complete technical backbone for a project: architecture, team and delivery, taking products from idea to a working release.

AI & Agentic: LLM APIs, RAG, Cursor

Hands-on: JavaScript, Node.js, Python, SQL

Technology Domains: Software Development, Business Process Automation, OCR, Machine Learning, Applications, AI-assisted Tools

Additional Experience: Telegram Bots, Mobile Applications, DevOps Tools

EDUCATION

2025 - Managym, management development program

2023-2024 - Institute for Augmented Intelligence in Entrepreneurship, Engineering, and Management (EEM Institute), systems thinking

2023-2024 - Programming and DevOps foundations

2021-2022 - Practical course on BA, certified SAFe® 5 Agilist, PMI Authorized PM course

2020-2021 - MIM Business School, Kyiv, Pre-MBA Business Program. Senior project: data-driven process optimization approach

1999-2004 - Bachelor’s degree in Law

LANGUAGES

Russian, Ukrainian - Native

English - Professional working proficiency

Spanish - Professional working proficiency

MISCELLANEOUS

IYT Bareboat Skipper, crossed the Atlantic Ocean

Personal photo exhibition at the Shevchenko National Museum, Kyiv (2018)

PPL (A) private pilot, author of "Air Law" textbook for FTO cadets

United States - B1/B2 visa valid until 2033