Sergey Kudelin

GTM Engineer

Miami, FL
kudelin.dev@gmail.com · linkedin.com/in/sergeykudelin

I'm a growth engineer, and my skill is finding demand that already exists and catching it. I made tutorials designed around questions people already looked up on Google and YouTube, reaching 200K subscribers and 18M+ views. In 2026 I transitioned into startups and did similar work at FutureClinic (YC F24), then Fyxed, building scrapers, AI pipelines and pages, all through Claude Code and Codex.

Experience

Fyxed | Growth Engineer, contract
Advances late rent so property managers can pay owners on time · Jun 2026 – Oct 2026

- Led product development and customer conversations with property managers.
- Mapped every U.S. property management company into a self-hosted CRM, using my own scrapers for directories, company websites and licensing records.
- Enriched records with AI that read 3,300+ firm websites and flagged firms that already promised owners their rent on time, our warmest prospects.
- Connected my scrapers and contact enrichment to the CRM through its API and ran outbound from it, with our agents accessing it via MCP.
- Ran campaigns with a reply rate of about 7%. Within about 40 days we had 72 meetings with property managers.
- Positioned Fyxed for property managers and the owners they pay, drawing on those meetings, then rebuilt the website, demos and financing offers to match.

FutureClinic (YC F24) | GTM Engineer
Lets doctors launch digital clinics · Mar 2026 – May 2026

- Designed and built the strategy, tooling, pipelines and analytics for finding, reaching and onboarding physicians.
- Built Creators, an AI tool drafting scripts, titles and thumbnails in a doctor's own voice, to win over doctors who already have audiences.
- Found and verified doctors who post videos, with an AI agent in our Slack drafting each first email; 15% of the doctors I emailed replied.
- Kept cold outreach running by handling email deliverability and warming backup inboxes before they were needed.
- Priced out paid search for the five medical specialties we planned to target first, using SEMrush click prices to look for keywords we could break even on in the first month.

SergeCode | YouTube Creator, self-employed
Roblox YouTube channel, 200K subscribers, 18M+ views · Oct 2019 – Jan 2026

Education

Florida International University | Computer Science

Skills

SEO, paid channels (Google, Meta, ChatGPT ads), referral programs, automations, scripts and APIs, data analysis in SQL, Supabase, PostHog, dashboards