

Sergey Kudelin

Growth Engineer · Miami, FL

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I work on growth at early-stage startups, usually as the only person doing it. At my last two companies that meant building the prospect database, the outbound system, the reporting behind both, and a generator that produced a separate landing page per target company out of that company's own published data. I build with AI agents and always have, and **Claude Code** is most of how I work day to day. Before startups I built a Roblox YouTube channel to around **200K subscribers**, which is probably why I still care how a page reads to the person on the other side of it.

EXPERIENCE

Growth and Operations Consultant · Fyxed

Jun-Aug 2026 · Miami

Fyxed is a very early-stage fintech for residential property managers, a sister company to APM Help. I was the only person on the business side, hired for three months while the company was still deciding between two product shapes, on-time rent and repair financing.

- Built fyxed.com, including the owner benefit package (fyxed.com/owner-benefit-package), where the office charges owners for the on-time payout instead of paying for it themselves.
- Built the outbound side of the business by myself: a self-hosted CRM holding **3,749 companies** and **646 outreach threads**, the campaigns running on top of it, and the reporting behind both.
- Ran 20 campaigns across 517 property management firms with zero ad budget. Warm prospects replied at **40%** (16 of 40), cold at 2% (7 of 350).
- Every email in those campaigns was written for one specific firm: agents researched it and drafted from its site, and I approved each send. I logged interviews and replies in writing, and the company used that log to decide which product to pursue.
- Wrote a page generator that builds a separate brief for each firm out of that firm's own published fee schedule and door count, off a dataset of 269 firms.

GTM Engineer · FutureClinic Y Combinator F24

Mar-May 2026 · Miami

FutureClinic is a telehealth startup where any doctor can launch a chat-based digital clinic. I built its GTM engine end to end, directly with the founder.

- **FC Outreach**: generated a **15% reply rate on cold outreach** by building the engine that finds doctor-creators across YouTube and Instagram, verifies each against the federal NPI registry, and sends every one a personalized landing page and founder video. Run by Nikola, an autonomous agent I built on Modal with the Claude Agent SDK.
- **FC Creators**: a 6-stage pipeline that learns a doctor's voice and drafts ready-to-record videos, human in the loop throughout. Next.js, Supabase and Docker workers, orchestrating Claude Opus and Sonnet, FAL, Supadata and Apify. Live and in use at futurecliniccreators.com.

"Phenomenal work, the kind of product I was genuinely excited to use myself. I recommend Sergey without reservation."

Dr. Usama Syed, Founder, FutureClinic (YC F24)

Web & SEO Automation · Gray & Sons

Summer 2025 · Miami

- Assisted with AI content-generation and lead-enrichment workflows, and worked on sellusyourjewelry.com, the company's high-end watch buying site.
- Set up Meta Pixel and conversion tracking, and ran A/B tests on landing pages.

PROJECTS

- **Lux**: autonomous coding agent, shipped through my YouTube channel to **5,000+ installs**. It was the culmination of my YouTube journey and the point where I began working with AI professionally, which led to FutureClinic. youtube.com/@SergeCode
- **DermHunter**: AI doctor-discovery pipeline, built solo in two nights as a demo for FutureClinic. I proposed heavy marketing toward medical content creators, and they hired me to ship it as a production system.
- **AI Harnesses**: starting with the Fyxed contract, I document every business process and meeting and build them into an AI brain my agents work from. The reusable skills are public at github.com/Seryozh/agent-skills. I consider it my biggest differentiating factor.

STACK

TypeScript · Next.js · React · Node · Python · SQL · Postgres · Supabase · **Claude Code** · **Claude Agent SDK** · **Opus/Sonnet** · Modal · FastAPI · Playwright · Vercel · Apify · Exa

EDUCATION

Computer Science · Florida International University