

SERGEY SHPAK

INDUSTRIAL DIGITALIZATION & FULL-STACK ENGINEER

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PROFESSIONAL SUMMARY

Full-stack and AI engineer with 4+ years of experience building enterprise and customer-facing applications, backed by 20+ years in manufacturing engineering and industrial leadership at Sandvik Coromant and Hoffmann Group. Combines Python, Django, FastAPI, React, RAG, and API integration expertise with deep knowledge of metal cutting, process optimization, product management, P&L, and industrial operations.

SELECTED IMPACT

4+ years software engineering | **20+ years** industrial technology & leadership | **37 people** largest team led | **up to 30%** customer cost reduction

CORE EXPERTISE

Software & AI: Python, Django, FastAPI, React, Next.js, React Native, TypeScript, Node.js, GraphQL, PostgreSQL, RAG, LLM Applications, AI Agents, API Integration

Industrial Technology: Metal Cutting, Cutting Tool Solutions, Machine Tooling, Process Optimization, CAD/CAM, CNC/NC Programming, Product Management

Leadership & Business: Team Leadership, P&L, Go-to-Market, Technical Consulting, Key Accounts, Sales Strategy, Project Management, Distribution Networks

Platforms & Observability: Docker, Git, Linux, Nginx, OpenTelemetry, Grafana, Prometheus, Loki, Tempo, Structured Logging, Distributed Tracing

PROFESSIONAL EXPERIENCE

Full-Stack Engineer | Calefy

Sep 2025 - Present | Calgary, Canada

- Develop and maintain a complex asset division platform for the Canadian insurance and legal market using Python (Django), React, GraphQL, and PostgreSQL.
- Deliver client-requested features, resolve production issues, and modernize legacy code and framework versions across multiple products.
- Architected and delivered a backend-driven white-label management system with configurable branding, features, and workflows.
- Integrated AI-powered capabilities into customer-facing products.

AI Developer | Veridian

Jan-Jun 2025; Nov 2025-Feb 2026 | Delaware, USA

- Built an enterprise multi-tool AI agent and advanced RAG pipelines using Python and FastAPI.
- Integrated Slack and Confluence APIs into a unified AI-powered knowledge base.
- Optimized retrieval, prompt execution, and tool-calling logic to reduce latency and improve response relevance and quality.

Mobile Developer | Petmap

Mar 2024-Feb 2025 | Buenos Aires, Argentina

- Developed responsive React Native interfaces for a cross-platform iOS and Android application.
- Implemented real-time chat with Firebase Realtime Database and integrated PostgreSQL-backed services.

Software Developer | Upwork

Aug 2023-Dec 2024 | International Clients

- Delivered web, mobile, automation, database, maintenance, debugging, and refactoring projects for clients in the USA, Canada, Morocco, and Argentina.
- Maintained a 100% Job Success Score and earned Upwork Top Rated status.

Sales Director | Hoffmann Group

Oct 2020-Aug 2023 | Moscow, Russia

- Owned regional P&L, business strategy, KPIs, and key-account relationships across automotive, oil and gas, and manufacturing.
- Managed five sales regions and coordinated a 26-person sales and engineering organization.
- Led 10+ industrial cost-reduction projects, including a Siemens engagement that reduced production costs by 20%.

PROFESSIONAL EXPERIENCE - CONTINUED

Sandvik Coromant | Career Progression

Sep 2002-Sep 2020 | Moscow, Russia

Cluster Sales Manager | Sep 2016-Sep 2020

- Led a 37-person sales and engineering team and managed regional strategy, pricing, key accounts, and partners from the Volga region to the Far East.
- Delivered 8%+ annual sales growth, increased market share by 2.5%, and raised EBIT by 3%.
- Expanded the distributor network, increasing regional sales by 30%; reduced customer costs by up to 30%, DSO from 68 to 32 days, and employee turnover below 5%.

Engineering Manager | Aug 2011-Sep 2016

- Built and led a multidisciplinary 24-person engineering team delivering technical support, training, product implementation, and customer optimization projects.
- Increased customer efficiency by 10% and launched a new service offering that strengthened loyalty and generated additional revenue.

Product Manager | Jul 2008-Aug 2011

- Led a five-person team managing the complete product lifecycle across all company product lines, including research, testing, launches, adoption, sales performance, and phase-outs.
- Delivered technical presentations and training and contributed regional requirements to global product development.

Technical Specialist & MTS Team Leader | Sep 2002-Jul 2008

- Delivered metal-cutting consulting, tool trials, training, machining optimization, and custom tooling; led the holmaking product area and TITEX market introduction.
- Led a three-person MTS team delivering turnkey machine-tooling projects from customer drawings and machine selection to commissioning and the first conforming component.
- Expanded Sandvik's share in new machine investments by integrating its tooling into machine purchase projects.

EDUCATION & CREDENTIALS

UTN, Argentina - Diploma in Full-Stack Web Programming, 2023-2024 | Certificate CER-8ORH59NS-96281

Moscow State Technological University STANKIN, Russia - Master of Science, 1996-2002

MongoDB Certification - Apr 2024

Sandvik Top Management Program - 2018-2019

Sandvik Global Leadership Program - November 2013

Technical Training in Metal Cutting, Tooling, and Manufacturing - 2002-2016

LANGUAGES

Russian: Native | **English:** Fluent | **Spanish:** Upper-Intermediate (B2)