ISLAM SEITOV

Languages: English (C1 Fluent) • Russian (Native) • Kazakh (Native)

Pre-Sales Solutions Engineer | AI, Cloud & Cybersecurity

Global Remote (EU / US / APAC Overlap · Deel-Ready) • seitov023@gmail.com • +7 (706) 668-99-86 (WhatsApp / Telegram) • linkedin.com/in/islamseitov

Python & FastAPI HANDS-ON AI & INFRA BUILDER	**$400K Enterprise ARR** 40% MARGIN · FORTINET FCF	**50+ Technical Audits** API · WEBHOOKS · SECURITY	**120% Quota · 19% CVR** 10+ TIER-1 ACCOUNTS

EXECUTIVE SUMMARY

Technical Pre-Sales & Solutions Engineer combining 6+ years of enterprise cybersecurity and B2B SaaS sales ($400K net-new ARR at 40% margin) with hands-on backend and infrastructure engineering. In 2025–2026, I dedicated a full year to building and running a multi-agent AI system in **Python, FastAPI, OpenRouter & Vertex AI, PostgreSQL/Supabase, and Docker Compose**. I know how to scope REST APIs, debug webhook payloads, run live product sandboxes, and map Fortinet network security requirements with CTOs, CISOs, and engineering teams while carrying a commercial quota. Available immediately for Global Remote roles (Deel / B2B contractor).

CORE COMPETENCIES & STACK

AI & Infrastructure Engineering: Python, FastAPI, Multi-Agent LLM Routing (OpenRouter, Vertex AI), REST APIs & Webhooks, PostgreSQL / Supabase, Docker Compose, Caddy, Prometheus / Sentry, Linux

Pre-Sales & Security Scoping: Technical Discovery, Live Custom Demos, POC Execution, RFP / RFI Technical Responses, Fortinet Network Security (FCF Certified), SLA & Compliance Scoping

Commercial & GTM Stack: MEDDIC & SPIN, ROI & Usage Pricing Models, Clay, Apollo.io, HubSpot CRM, Close, Kommo, Jira, Notion

PROFESSIONAL EXPERIENCE

Founder & AI Systems Engineer (Hands-On R&D) — Stratapp (stratapp.app) **Feb 2025 – Jun 2026 | Remote**

- **Multi-Agent Backend Engineering:** Coded and shipped a multi-agent AI platform in Python and FastAPI with automated LLM provider fallback (OpenRouter and Google Vertex AI) and structured JSON outputs.
- **Self-Hosted Infrastructure & DevOps:** Built and administered the Linux server environment using Docker Compose, PostgreSQL/Supabase, Caddy reverse proxy, and Sentry/Prometheus observability.
- **50+ Technical Workflow Audits:** Audited internal data pipelines and operations for 50+ B2B founders; mapped custom REST API/webhook integrations and data-privacy rules.

Enterprise Account Executive & Technical Lead — JK & Partners (Fortinet Lead Partner) **Oct 2023 – Feb 2025 | Astana**

- **Security Architecture Scoping ($400K ARR):** Led technical discovery with CIOs, CISOs, and network engineers across 5+ Tier-1 enterprise and B2G accounts, closing $400K in net-new ARR at 40% margin.
- **POC & Tender Execution:** Coordinated pre-sales engineers and vendor specialists through RFP technical specs, on-site POC testing, and production rollout across 3–15 month deal cycles.

Business Development Manager — Digital Media Holdings (Global AdTech Network) **Aug 2022 – Aug 2023 | Almaty**

- **Partner Integrations & Tracking (250% ROI):** Set up S2S postbacks, attribution tracking, and RevShare partner integrations across 3 international market launches, delivering 250% ROI.

Key Account Manager (B2B SaaS) — Skillbox (Corporate EdTech SaaS) **Jul 2021 – Jul 2022 | Almaty**

- **Enterprise Rollouts (120% Quota / 19% CVR):** Scoped corporate L&D training programs for 10+ Tier-1 companies (19% cold-to-contract CVR on 65% corporate benefit terms; ~10 seats/mo at $500 avg ticket).

B2B SaaS Sales & Product Specialist — Zapis Business Systems (Vertical B2B SaaS) **May 2020 – Jul 2021 | Almaty**

- **100+ Live Demos & Onboarding:** Ran 100+ live software demos and configured CRM/booking workflows for 40+ SMB clients, setting the company record for fastest first close.

CERTIFICATIONS & EDUCATION

Fortinet Certified Fundamentals in Cybersecurity (FCF) — Fortinet Network Security Institute

Al-Farabi Kazakh National University — Sociology & Quantitative Research Analytics **Almaty, KZ**