

SERGEI KHALETSKY

AI-Native Product Manager — building agentic pipelines hands-on · Technical PM, SaaS & Platform
Vilnius, Lithuania · sergei.khaletsky@gmail.com · +370 690 24097 · linkedin.com/in/sergey-khaletsky

PROFILE

Product Manager with 5+ years in product and 11+ in software engineering and delivery, focused on SaaS and platform products — multi-tenant architectures, backend APIs, distributed systems, RBAC, observability, and operational tooling. Led the migration of fragmented legacy systems into a unified platform serving multiple business units and locations.

I build AI-native products hands-on with Claude Code: agentic, skill-based pipelines that turn a sharp problem statement into working software. My systems are document-grounded (RAG) by design — retrieval over real context rather than model memory — with human-in-the-loop checkpoints on judgment calls and built-in output verification.

Experienced in translating product goals into OKRs, writing technical PRDs and specifications, and driving cross-functional execution across engineering, design, and business stakeholders.

EXPERIENCE

Senior Product Manager — [SEAL Group UAB](#) May 2025 – Present · Vilnius, Lithuania

Venture studio building B2B/B2C SaaS platforms and marketplaces in automotive services. Product lead for AutoPlovkykla.

- **Owned** AutoPlovkykla end-to-end as the only PM — a multi-tenant B2B/B2C platform (driver booking + POS and marketing tools for car-wash operators) live across multiple Lithuanian cities: RBAC across 6 role types, per-tenant access scoping, and 6 production integrations (ERP, payments, CRM, analytics).
- **Run AI product ops:** agentic, Claude-based workflows for the group — from functional spec to review with explicit decision items to tracker-ready engineering tasks — cutting routine product work while preserving context end-to-end.
- **Measurable impact:** turning a functional spec into tracker-ready engineering tasks dropped from ~1–2 hrs to ~20 min (~3–4× faster) across 10+ specs/month, with context preserved end-to-end.
- **Defined** the platform roadmap: identity and permissions, scheduling engine, shared configuration, analytics, operational dashboards, and observability.
- **Led integrations** via REST APIs and webhooks with ERP, payment, analytics, communication, and CRM systems (Rivilė, GA4, Firebase, EveryPay, Montonio, CloudTalk).
- **Authored** detailed PRDs, technical specifications, workflows, and rollout plans used by engineering and external vendors; translated goals into OKRs and a quarterly roadmap, including decision memos to executive stakeholders.
- **Built and** validated the repeat-order model from zero (~15% of users returned for 2+ orders, ~7% for 3+) and stood up the growth loop driving +500 installs/month.

Founder — [SKalora](#) Apr 2026 – Present · Remote

A startup-validation product I design and build end-to-end in Claude Code.

- **Architected** a plugin of 44 composable skills with a two-tier architecture: a core 5-stage validation pipeline (analysis → report → investor lens → Q&A prep → commercial offer) plus orchestration skills that compose specialists into client-ready packages.
- **Document-grounded** (RAG) by design — every stage reasons strictly over the client's actual materials (pitch decks, docs, research): retrieval over real context, not model memory.
- **Human-in-the-loop** by design — explicit checkpoints hold the judgment calls AI shouldn't make alone; structural checks and diffs against source documents catch silent agent failures.
- **Ships** structured, client-ready output from a single raw pitch — validation report, investor lens, Q&A prep, and commercial offer.
- **Traction:** building in public — early pilot runs with hands-on user feedback, sharing learnings through regular posts as the product and audience grow.

Product Manager — [Joiner App](#) Dec 2023 – Apr 2025 · Vilnius, Lithuania

Consumer marketplace and SaaS platform connecting event organizers and attendees.

- **Owned** product strategy and execution across marketplace and platform capabilities for both organizers and attendees; defined backend requirements for permissions, event management, workflows, notifications, and analytics with engineering (REST APIs, integrations, data models).
- **Improved** onboarding and core-flow conversion by 31% through iterative product and UX work.
- **Increased** monthly active users by 42%, improved 30-day retention by 8 percentage points, and reduced pre-event drop-off by 15–20%.
- **Ran** 5–7 A/B tests and product experiments per month, shortening product decision cycles by ~35%.

Product Manager — EPAM Systems 2018 – 2024

Large-scale community, events, and conference platforms within a global enterprise environment, with distributed engineering teams and executive-level reporting.

- **Owned** discovery, roadmap, and delivery for multiple digital platforms across EPAM's community and events ecosystem, serving thousands of users.
- **Increased** user retention by 10%, doubled event conversion rate, and grew average participation per event by 20% (Community & Events Platform, 2021–2024) through systematic optimization of discovery, registration, and engagement flows.
- **Launched** and scaled an additional engagement channel via a Telegram bot, driving a 5–8% increase in user engagement; defined success metrics and embedded data-informed decision making across product teams.
- **Doubled** attendance conversion and delivered automated attendance tracking and reporting (Events Platform, 2019–2021); product owner of the mobile app for EPAM's largest internal tech conference, shipping live engagement and networking features used by thousands (2018–2019).

SKILLS

- **AI-Native Product Work:** Agentic Workflows & Orchestration, RAG / Document-Grounded Pipelines, Human-in-the-Loop Design, Prompt & Context Engineering, Spec-Driven Development, Output Verification & Evals
- **Technical PM:** SaaS & Platform Products, Multi-Tenant Architecture, Product Strategy, Roadmapping, PRDs, OKRs, Technical Specifications
- **Systems:** Backend & Distributed Systems, Cloud-Hosted Services, API Design & Integrations, RBAC / ACL, Identity & Authentication, System Migration
- **Data:** Analytics, Observability, A/B Testing & Experimentation, Data-Driven Product Decisions
- **Leadership:** Cross-Functional Execution, Distributed Teams, Executive Communication, ERP / CRM / Payment & Billing Integrations

TOOLS & TECHNOLOGIES

- **AI & Agentic:** Claude Code, Claude API, MCP, Claude Skills & Plugins (authored a 44-skill production plugin), agentic pipeline orchestration, output verification & evals, Cursor, ChatGPT
- **AI Knowledge Stack:** RAG knowledge layer (automated ingestion of meeting transcripts via Fireflies into a unified Obsidian vault serving as retrieval-grounded context for agents)
- **Cloud & Platform:** Google Cloud Platform, AWS, Firebase, Supabase, Vercel, Docker
- **Backend & APIs:** REST APIs, Webhooks, OAuth / SSO, SQL, Multi-Tenant Architecture
- **Data & Analytics:** Amplitude, GA4, BigQuery, Looker Studio, A/B Testing
- **Product Delivery:** Linear, Jira, Figma, Confluence, Notion

ADDITIONAL

- Lecturer, Product Management — TeachMeSkills (2023–2024).
- Mentor and jury member at startup and student hackathons.
- Speaker and organizer of product and business-analysis meetups.