

# DENIS BENYAMINOV

## Chief Technical Officer

Zero-to-One Product & Technology Builder

Early-Stage Execution & Scale-Ready Foundations

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### EXECUTIVE SUMMARY

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Product & Technology leader with **14+ years of experience** building and rescuing commercial digital products in outsourcing and early-stage environments. Led end-to-end delivery of **60+ projects** across AI, FinTech, PropTech, MedTech, and SaaS, from idea to **production-ready systems**.

Turns vague business ideas and broken requirements into **clear technical roadmaps, delivery-ready teams, and stable product foundations**. Known for leading deep **technology and team audits**, cutting unnecessary complexity, and helping companies **launch faster while reducing long-term technical risk**.

Worked directly with **founders and CEOs** to align business goals with technical execution under uncertainty. Most effective in early product stages, complex deliveries, audits, and execution in ambiguous environments, **building scale-ready systems** without premature complexity.

### CORE COMPETENCIES

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#### Business & Technology Alignment

Translating business goals and constraints into clear technical strategies and execution decisions in collaboration with founders and CEOs.

#### Product & Early Execution (0–1)

Leading product delivery from idea to production-ready systems, defining scope, roadmaps, and early-stage execution without over-engineering.

#### Technology & Delivery Audits

Assessing technology, architecture, and teams to identify risks, bottlenecks, and complexity that slow down delivery.

#### Teams & Delivery Management

Building and managing cross-functional teams and delivery processes in outsourcing and early-stage environments.

## PROFESSIONAL EXPERIENCE

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### **Chief Technical Officer – Nirvana X**

**May 2025 - Dec 2025**

*AI-driven fintech platform | Early-stage venture*

- Defined technical strategy, architecture, and early execution for an AI-powered investment platform focused on risk-aware decision-making
- Built and led a distributed engineering team, establishing delivery processes and technical foundations
- Translated complex financial and risk models into reliable, production-ready systems
- Laid down core product architecture and execution frameworks to support future scaling

### **Founder & Chief Technology Officer – WebSailors**

**Oct 2013 - May 2025**

*Product & delivery studio*

- Founded and scaled a product and delivery organisation delivering end-to-end execution of over 60 commercial digital products across FinTech, SaaS, AI, Web3, MedTech, and cybersecurity
- Led end-to-end execution from business discovery and technical strategy to delivery and stabilisation
- Built and managed cross-functional engineering teams (up to 50+ people), aligning delivery with business objectives
- Conducted technology, architecture, and team audits to recover stalled projects and reduce long-term technical risk
- Established repeatable delivery processes, improving execution speed and predictability

### **Founder & Product Builder – InRaise**

**Aug 2023 - May 2025**

*Lead generation & automation platform*

- Conceived and built a lead-generation automation product from scratch
- Defined product vision, execution model, and technical architecture
- Delivered a production-ready system and validated product assumptions
- Paused further scaling as part of strategic prioritisation towards higher-impact initiatives

### **Fractional CTO / Technology Advisor – BrainBankers**

**Apr 2014 - Dec 2019**

*Engineering & product consulting*

- Supported multiple companies as a fractional CTO, providing technical leadership and execution guidance
- Led architecture design, delivery oversight, and team coordination across distributed teams
- Oversaw full product lifecycles from early concepts to stable production systems
- Improved delivery quality, deployment reliability, and security practices

### **Earlier Career (Engineering Roles)**

**2011 - 2014**

Held senior engineering and quality assurance roles across international teams, contributing to complex production systems and building a strong foundation in software development, testing, and delivery. (Details available upon request)

## SELECTED PROJECTS

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### **Flytrex (DeliveryTech, USA) – Drone delivery platform**

Led technical execution of a production-grade drone delivery system, focusing on backend architecture, system reliability, and operational scalability in a highly constrained logistics environment.

### **Dathena (AI & SecTech, Switzerland / Singapore) – Enterprise data privacy & protection platform**

Oversaw development of a data classification and privacy protection platform, translating complex regulatory, security, and compliance requirements into production-ready enterprise software.

### **RealAdvisor (PropTech, Switzerland) – Real estate analytics & investment platform**

Led delivery and technical execution via WebSailors, influencing architectural decisions and execution strategy for a long-running PropTech platform focused on real estate analytics and investment decision-making.

## EDUCATION

Taganrog Technical Institute, Southern Federal University

Bachelor of Science (BSc) in Information Security, First Class Honours, 2007–2012

**LANGUAGES:** English - Fluent. Russian - Native.

## REFERENCES

References available upon request.

Verified client reviews available on [Clutch](#) and [GoodFirms](#).

## TECHNOLOGY & LEADERSHIP PROFILE

Technology Leadership & Architecture - Product-oriented system design and architectural decision-making across web, distributed, and data-driven systems.

Engineering & Delivery Management - Team leadership, delivery processes, and execution alignment in early-stage and growth environments.

Cloud & Operational Readiness - Cloud/DevOps oversight with focus on reliability, security, and scalability.