

# KOSTANDIN GJINI

Applied AI Engineer · AI Automation · Forward-Deployed Builder

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Based in Tirana, Albania. Open to relocation across Europe and to fully remote roles.



## HOW I CAN HELP A COMPANY LIKE YOURS

I ship working AI products end to end, fast, without waiting for a team. I take a real business problem, wire up the LLM, the data, the automations and the interface, and put something usable in front of users. I have done this for nearly five years as a founder under real revenue pressure, not as a side project.

- **Turn LLMs into shipped features.** I build retrieval-augmented (RAG) systems, agents, and prompt-plus-evaluation pipelines that run in production. Live examples: a RAG platform over 3,500+ documents and two paying AI SaaS products.
- **Automate the boring, expensive work.** I connect tools (Make.com, n8n, GoHighLevel, APIs, webhooks) so manual workflows run themselves and your team stops doing them by hand.
- **Sit next to the customer.** Forward-deployed by default: I scope with a client, build it, and iterate live. I have closed and delivered for paying clients for years.
- **Bridge product and growth.** I have run B2B lead generation that booked 1,000+ meetings and built the tooling behind it, so I understand both the engineering and the revenue side.

## CAPABILITY SNAPSHOT



Self-assessed proficiency, evidenced by the shipped products and outcomes below.

## WHAT I CAN OWN AND WHERE I CAN TAKE IT

<p>PHASE 1 . BUILD</p> <p><b>Ship the first version</b></p> <p>Scope the real problem with your team, wire up the LLM, data, and interface, and deploy a working AI feature or automation in weeks, not quarters.</p>	<p>PHASE 2 . RUN</p> <p><b>Make it reliable</b></p> <p>Add evaluations and monitoring, automate the manual workflows around it, and hand your team dependable tooling they can trust day to day.</p>	<p>PHASE 3 . SCALE</p> <p><b>Grow the impact</b></p> <p>Expand to new use cases and integrations, track measurable results, and document and mentor so the system keeps running without me as a bottleneck.</p>
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## CORE SKILLS

**AI / LLM:** RAG pipelines, vector search and embeddings, LLM agents and tool use, prompt engineering, evaluation / eval harnesses, OpenAI and Anthropic (Claude) APIs, structured output, large transcript and document corpora

**Automation / Integration:** Make.com, n8n, GoHighLevel, webhooks, REST APIs, workflow orchestration, data scraping and enrichment (yt-dlp, custom Python), CRM automation, email deliverability (SPF, DKIM, DMARC, warmup)

**Build / Dev:** Python, JavaScript, full-stack app delivery, Supabase, Dodo Payments, Cursor, Claude Code, git, CSV and data pipelines, mobile app delivery

**Go-to-market:** Cold-email infrastructure and deliverability, outbound lead generation at scale, campaign analytics, HubSpot CRM, community building, daily content production

**Languages:** Albanian (native), English (fluent, professional), German (A1, in progress), Italian (A1)

## EXPERIENCE

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### Co-Founder and Operator · Pristine (B2B podcast and lead-generation agency)

June 2021 to May 2026 · Tirana / Remote

Co-founded and scaled a B2B agency from zero over nearly five years, owning the technical systems, the product, and end-to-end client delivery.

- Built and operated cold-email lead-generation infrastructure that booked **1,000+ qualified meetings** for clients across the life of the agency. Owned domain and inbox setup, deliverability (SPF, DKIM, DMARC, warmup, rotation), list building, copy, sequencing, and reporting.
- Engineered internal automation to run campaigns at scale: data scraping and enrichment, lead routing, CRM workflows, and reporting dashboards using Make.com, n8n, GoHighLevel, and custom Python.
- Designed and shipped an **AI CRM agent** that automated inbound triage, lead qualification, and follow-up logic across the pipeline, cutting manual lead handling.
- Ran the full client lifecycle: discovery, scoping, onboarding, delivery, reporting, and retention. Embedded with each client's process, forward-deployed by default.
- Owned the agency operations and finances alongside a co-founder. Wound the business down in May 2026 and moved full time into AI product engineering.

**How I did it and what I learned:** I treated every campaign as a tracked experiment, iterating on deliverability and messaging with weekly A/B tests rather than guessing. I learned what actually moves reply and booking rates, how to scope a client's real problem before building anything, and how to run a lean remote operation where automated systems handle the repetitive work so a small team delivers at scale. Most of all I learned to build for a measurable outcome and own the result, not just the deliverable.

### Founder · Outbound Syndicate (paid B2B community)

June 2025 to present · Remote

- Founded and grew a paid community for B2B agency owners around cold email and outbound, reaching **~70 members** on a free plus founding-member (\$49/mo) model.
- Build the frameworks, templates, and automation tooling members use, produce the educational content, and run live sessions.
- Operate it as a self-serve, no-sales-call product: acquisition through content, conversion through a free tier into paid.

**How I did it and what I learned:** I grew it with content-led acquisition and a clean free-to-paid funnel, no cold outreach. I learned how to package hard-won operational knowledge into teachable, repeatable frameworks, and that retaining a community rewards consistency, clarity, and genuinely useful tooling over selling.

### Independent AI Product Builder

October 2025 to present · Remote

Design, build, and operate multiple AI and automation products solo, from blank repo to live, paying product.

- **campanalyzer.co** · Cold-email campaign analyzer. Ingests campaign exports and returns diagnostics on deliverability, reply rate, copy, and targeting. Built the analysis logic, data pipeline, and UI. Runs as a free tool feeding a community funnel.
- **PrepCast.site** · AI podcast-episode-brief generator. Single-tier SaaS (\$29/mo). LLM pipeline that turns a topic or guest into a structured, research-backed prep brief. Owns prompt design, generation pipeline, payments, and UI.
- **Guy Guru** · Retrieval-augmented (RAG) platform over a corpus of **3,500+ long-form transcripts** from 39 creators. Built the Python scraping pipeline (yt-dlp), the corpus and index structure, per-creator analysis, and a grounded agent that cites file and line from source so output is verifiable, not hallucinated.
- **Xpulse** · B2C mobile app (built, pre-launch) in the journaling and self-tracking space.
- Daily practitioner with Cursor and Claude Code; comfortable owning architecture, data, integrations, and UI alone.

**How I did it and what I learned:** I build each product solo, shipping a thin first version and iterating on real usage instead of over-planning. I learned to ground RAG output in source text with citations so an LLM can be trusted for real work, to write simple evaluations so I can change prompts and pipelines with confidence, and to stand up payments and auth for non-US markets. The biggest lesson: AI tooling lets one focused builder cover the ground a small team used to need, if the architecture stays simple.

## Content Creator (self-directed)

June 2025 to present

- Produce daily long-form and short-form video on AI, building, and the future of work. **What I learned:** publishing daily forced me to explain technical AI work in plain language to a non-technical audience, a skill that transfers directly to working with clients and cross-functional teams.

## SELECTED PROJECTS (TECHNICAL DETAIL)

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**Guy Guru RAG platform.** Goal: make 39 creators' actual voices queryable instead of relying on a model's general knowledge. Built a Python scraping pipeline (yt-dlp) pulling 3,500+ transcripts, a per-creator corpus with derived analysis, and a grounded agent that cites file and line from source so every output is verifiable. *Key lesson:* retrieval grounding plus citation is what makes an LLM trustworthy enough for real use, not a bigger model.

**AI CRM agent (agency internal).** Automated inbound triage, qualification, and follow-up across a live sales pipeline, reducing manual lead work. *Key lesson:* the value of an agent is in the boring, reliable parts (routing, follow-up, never dropping a lead), so I designed it for consistency over cleverness.

**Cold-email infrastructure at scale.** Designed sending infrastructure, deliverability, and reporting that produced a steady flow of booked meetings (1,000+ total) for paying clients. *Key lesson:* deliverability is an engineering and measurement problem before it is a copywriting one.

## TOOLS AND TECHNOLOGY

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Python, JavaScript, Supabase, OpenAI API, Anthropic Claude API, RAG and vector search, Make.com, n8n, GoHighLevel, HubSpot, Cursor, Claude Code, git, yt-dlp, REST APIs and webhooks, CSV and data pipelines, mobile app delivery.

## EDUCATION AND CERTIFICATIONS

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- **Software Engineering** · Canadian Institute of Technology (CIT), Tirana, Albania.
- **HubSpot certified** (CRM and inbound).
- Completing a structured, self-directed Applied AI curriculum (Python foundations through deployed AI apps and model evaluation), building a portfolio of deployed projects.
- Learning German (A1, in progress) for the European market.