

Alessio Ragni

**Forward Deployed / Applied AI Engineer ·
Product Builder · Product Engineer**

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Italy — Remote (CET)

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I have been building products since 2010 — first writing the code, then deciding what got built, and now both at once. Built and ran 400+ API integrations used daily by 2,500+ customers at LeadsBridge, where I arrived as the only developer and left as CPO with \$3M ARR and an acquisition; then led Workato's \$37M+ ARR Embedded Platform, the iPaaS white-labeled inside other SaaS products. Today I build AI-first products hands-on with Claude Code, Cursor, and MCP. The combination a forward-deployed team needs: integration depth, customer-facing product judgment, and the ability to write the code.

SKILLS

AI: Claude Code · skills · subagents · MCP (Model Context Protocol) servers, built and consumed · k0 (my own, open source) · LLM APIs (Anthropic, OpenAI, Google) · agentic tool-use loops · structured outputs · prompt engineering · evals · model benchmarking with per-call cost and latency accounting · RAG and retrieval (tool-calling and embeddings) · LLM tracing (Langfuse, OpenTelemetry)

Engineering: TypeScript · Python · SQL · React · Next.js · Astro · Node · GraphQL · API design (REST, webhooks) · Playwright · data-extraction and OCR pipelines · notebooks · Snowflake · Git/GitHub · GitHub Actions

Architecture: Integration layers · embedded and white-label platforms · workflow engines · event and webhook plumbing at volume · event-driven serverless ETL (Lambda, SQS, DynamoDB, S3) · Docker on ECS Fargate · AWS CDK and Serverless Framework · AWS Amplify · distributed crawling behind a proxy fleet · databases (Postgres/Supabase with RLS, RDS, Azure)

Product: Discovery and user research · technical scoping and solution design alongside the customer · roadmaps built from zero · API and integration products · go-to-market alongside sales

WORK EXPERIENCE

Founder & sole engineer — Astika

Nov 2025 – Present · Italy, remote

AI-first platform for Italian judicial property auctions.

- Wrote the overwhelming majority of the code and built the whole system end to end: crawlers over three court portals, LLM extraction pipelines that read appraisals and notices of sale, scoring, and the web app — agentic coding with Claude Code, Cursor, and MCP.
- Runs discovery directly with users, interviewing private buyers and auction professionals, and turns it straight into what ships.
- Owns the architecture across **7 repositories** and roughly **641k lines** on AWS, GCP and Supabase.

Product Lead, Integrations — PandaDoc

Oct 2024 – May 2026 · Remote

Document-automation SaaS, ~50k customers.

- Owned the CRM integrations portfolio — Salesforce, HubSpot, Monday.com, Pipedrive — connecting document workflows to customers' systems of record across a ~50k-customer base.
- Inherited an area with no prioritisation and rebuilt it around two directions: depth on **Salesforce and HubSpot** — the CRMs behind **80%+ of every customer running an integration** — and one general integration layer for everything else.
- Designed that layer hands-on, the flow and the data contract, and it is what made the **PandaDoc MCP** possible: the same operations exposed as tools, so an AI assistant reads from and writes to a customer's CRM, wired into PandaDoc's internal workflow engine.

Senior Product Manager, Embedded Platform — Workato

Jan 2023 – Aug 2024 · Remote

- Product lead for the Embedded iPaaS business unit, **\$37M+ ARR** — Workato's platform white-labeled inside other SaaS products, so every engagement was a deployment into someone else's product.
- First stable product manager the unit ever had: stood up a customer advisory board with its enterprise customers, built the two-year roadmap from scratch, and presented it at Automate to **500+ customers**.
- Pushed the platform **API-first**, the change those enterprise customers kept asking for — working alongside sales and directly with the customers deploying it.
- Owned the embedded roadmap while most of what it needed was built by other product teams, and worked their plans directly to get it shipped.

Product Director — ActiveProspect

2021 – 2022 · Austin, TX, remote

- Steered a team of 20 engineers, solution architects, PMs and designers.
- Led the LeadsBridge → ActiveProspect handover: put their engineers in a position to run the platform without me, and connected the two products, as the combined team grew from 35 to 50+.

Founding engineer → Chief Product Officer — LeadsBridge

2015 – 2021 · Remote

- Arrived first and wrote the platform myself (PHP, MySQL, AWS): lead routing, deduplication and sync reliability across CRM, email marketing, HR and automotive stacks — the unglamorous part of integration work, at volume.
- Grew it to **400+ API integrations** used daily by **2,500+ customers** and **\$3M ARR**; hired the team from **0 to 35**, handed engineering over, and stayed as CPO through the acquisition by ActiveProspect.
- Official ads-integration partner of **Google, Meta, TikTok and LinkedIn**: built and maintained against their platform APIs and partner requirements.
- Introduced a product-led growth engine letting customers self-serve their own integrations.

Software Developer — freelance

2014 – 2015

Software Engineering Manager — Automa S.r.l. — Led a team of four engineers; hardware and software for a product installed in **5,000+ locations** worldwide.

Jan 2010 – Nov 2014

PROJECTS

- **k0** — Open-source kanban board that watches your Claude Code sessions and lights up the one that needs you. MIT, no telemetry, not a single network request.
- **Astika** — Italian judicial property auctions indexed and made readable — three court portals, LLM extraction, an explainable 0–100 verdict.
- **Franco** — A home voice assistant that starts out knowing almost nothing and writes its own abilities when it hits something it cannot do — out loud, in a sandbox, against four principles it is not allowed to rewrite.
- **alessioragni.com** — Public writing on hands-on AI engineering practice.
- **Alfred, your AI-butler** — Solo concept-to-shipped AI assistant: real-time translation, summaries, instant query resolution.

EDUCATION

Degree in Computer Science — University of Camerino (Unicam), Italy

Italian (native) · English (C1) · Spanish (C1)



That's me — 100% real, hiking somewhere. Not AI-generated.