

# Arthur Romanov

Solutions Architect · AI Systems Builder · Business Systems Architect · Product Innovator

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[alpha.gentic.io](https://alpha.gentic.io) · [romanov.solutions](https://romanov.solutions) · [doitflorida.com](https://doitflorida.com) · [github.com/alphagentic](https://github.com/alphagentic) · [linkedin.com/in/arthur.romanov](https://linkedin.com/in/arthur.romanov)

## PROFESSIONAL SUMMARY

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I design and ship AI-native business systems—from enterprise workflow platforms to agentic products with guardrails, evaluation loops, and production deployment. 20+ years across solution architecture, business analysis, product design, and hands-on delivery for the City of New York (30,000+ workforce systems), Fortune-class programs, global BPO operations, and my own multi-brand studio (αAgentic). I specialize in turning ambiguous business problems into integrated software: HR/payroll/finance architecture, multi-system APIs, vertical SaaS, maritime and dealership operations platforms, and innovation products that move beyond demos into controlled software.

## CORE COMPETENCIES

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- **AI & Agentic Systems:** LLM/agent orchestration, tool calling, human-in-the-loop gates, eval harnesses, MCP/tool security thinking, AI product architecture (OpenAI, Anthropic, hybrid delivery)
- **Business Systems Architecture:** Enterprise workflow design, HRMS/payroll/finance integration, data models, RBAC/audit, API strategy, modernization of legacy stacks
- **Product & Innovation:** 0→1 platforms, vertical SaaS (dental, maritime, dealerships, field ops), conversion UX, design systems, multi-brand portfolio leadership
- **Delivery:** Full SDLC, Agile/Scrum, PMI practices, BRD/FRD/FSD, UAT, executive stakeholders, technical rescue
- **Stack (selected):** Next.js/React, Node, Python, PHP, SQL, cloud/VPS deploy, automation, BI/reporting; ERP/HRMS exposure (PeopleSoft, ADP, Workday, TriNet)

## PROFESSIONAL EXPERIENCE

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### Founder & Solutions Architect — AI Platforms & Product Systems

[αAgentic Solutions \(alpha.gentic.io\)](https://alpha.gentic.io) · [github.com/alphagentic](https://github.com/alphagentic) | 2018 – Present | Miami / Remote

AI-native product studio and platform company. Same family as Do IT Florida (SMB/local delivery) and Romanov Solutions (practice continuity); αAgentic is the agentic SaaS, multi-product architecture, and systems-innovation direction.

#### Core products under αAgentic

- **MakeLane.ai** — Studio to go from one sentence to open for business (brand, leads, bookings, deposits, CRM). <https://makelane.ai>
- **LiqLab.ai** — AI product lab and SaaS builder for turning business problems into working systems. <https://liqlab.ai>
- **odontOS.io** — AI-enabled dental practice operating system (scheduling, clinical workflows, production). <https://odontos.io>
- **FutureSignal.io** — AI decision-intelligence / weak-signal research and scenario workflows. <https://futuresignal.io>
- **Virtual.Limited** — Digital business & virtual operations platform (services, workflows, launch infrastructure). <https://virtual.limited>
- **LITNUP.io** — Nightlife, events & social discovery platform connecting venues, experiences, and audiences. <https://litnup.io>
- **Romanov.Solutions** — Solutions practice hub for architecture, full-stack delivery, and technical recovery. <https://romanov.solutions>

#### Marketplace & infrastructure

- **odd.domains** — Domain marketplace (listings, API-first offers, forsale host patterns). <https://odd.domains>

#### VesselGrade.com — maritime product company under αAgentic

VesselGrade is the maritime/charter company umbrella. Agentic SaaS product lineup for fleet, charter, rental, and field-survey operations:

- **FleetOS.io / CharterUp.io** — Fleet & charter operations (booking, scheduling, vehicles/drivers, dashboards). <https://fleetos.io> · <https://charterup.io>
- **SurveyOS.io** — Survey & field operations (intake, forms, evidence, status, approvals). <https://surveyos.io>
- **BoatRental.Guide** — Boat rental & charter comparison across marketplaces. <https://boatrental.guide>
- **VIPCaptain.com** — Premium supercar jet boat rental & sales platform. <https://vipcaptain.com>
- **Boaterman.com** — Maritime agentic SaaS / operations product in the VesselGrade lineup. <https://boaterman.com>

#### Automotive / dealership agentic SaaS

- **AutoDealerPro.io** — Agentic SaaS for dealerships (operations, workflows, automation). <https://autodealerpro.io>
- **ExoticAutoDealer.pro** — Virtual dealership showroom experience. <https://exoticautodealer.pro>
- Lead αAgentic product org (48 repositories): architecture, agent orchestration, API/tool patterns, human approval gates, monitoring, and production deploy.
- Upwork Expert-Vetted (top 1% invitation tier); sustained 5.0-star delivery across architecture and product work.

## **Owner & Solutions Architect — Small Business Systems & Digital Products**

**Do IT Florida LLC ([DOITFLORIDA.com](https://doitflorida.com))** | 2018 – Present | Hallandale Beach, FL / Remote

South Florida practice for SMBs: practical platforms, local services, and modernization. Complements αAgentic's platform/enterprise product work with SMB-speed delivery.

- Custom web systems, automation, and operational tools for small and mid-size businesses.
- Local digital products and advisory; brand path into αAgentic for AI-native software systems.

## **Founder & Principal Solutions Architect**

**Romanov Solutions ([romanov.solutions](https://romanov.solutions))** | 2004 – Present | Global / Remote

Long-running solutions practice and portfolio continuity; pairs with αAgentic (AI/platform) and Do IT Florida (SMB/local).

- Product definition, workflow mapping, UX, architecture, implementation, integrations, deployment, rescue/relaunch, and technical handoff.

## **Solutions Architect**

**Transparent BPO (via [Tobius Ventures](https://tobiusventures.com))** | Nov 2022 – May 2023 | Miami–Fort Lauderdale / Remote

- Centralized SaaS consolidating HRM/CRM, Payroll, Timekeeping, and company portal for 3,000+ global employees.
- Requirements, data model, multi-role RBAC, audit/reporting; multi-country payroll/time policy design.

## **Solutions Architect (Independent)**

**Upwork Expert-Vetted & Direct Clients** | Dec 2018 – Present | Miami–Fort Lauderdale / Remote

- Architecture, BA/PM, and full-stack delivery: MVPs, rescues, automation, dashboards, integrations.
- Enterprise and mid-market contexts (examples across career: NYC Parks, Merck, HPE, GE, PwC, EY, IBM, PODS, 3M).

## **Senior Project Manager / Business Analyst**

**Celeritas — Merck Animal Health (engagement)** | Sep 2021 – Mar 2022 | New York, NY

- PMO for native iOS delivery; requirements, architecture notes, system/data flows; primary client contact.

## **PMO Lead Consultant / Senior Project Manager**

**Pet Assistant** | Sep 2021 – Dec 2021 | Miami, FL

- PMO for white-label e-commerce; ClickUp KPI dashboards; reported to CEO; supported CTO on dev/QA.

## **Senior Project Manager**

**PODS** | Jan 2021 – Jun 2021 | Remote

- Reporting tool for legacy system visibility; PM, executive reporting, UX/BA; unlocked modernization planning.

## **Business Analyst / Project Manager**

**INSZoom, a Mitrates company** | 2017 | Remote

- HRMS integration (PeopleSoft, ADP, Workday, TriNet); clients including GE, IBM, Cerner, EBG/Amazon; SQL + KPI dashboards.

## **Business Analyst**

**HPE — County of San Diego (Integrated Property Tax System)** | 2016 – 2018 (engagement window) | Program delivery

- Requirements, use/test cases, HPE ALM defects, UAT/traceability for large public-sector tax platform.

## **Solution Consultant (BA/PM)**

**Interbel Service Corp** | 2016 – 2018 (engagement window) | Product / services

- Workflows, client/admin portals, inventory and payment modules; product owner/architect bridge to engineering.

## **IT Project Manager / Business & Fiscal Analyst**

- Payroll-adjacent fiscal systems, operational/capital budgets, contracts \$15M–\$100M; HR module for 30,000+ workforce.
- Workforce staffing cost model (700+ inputs); liaison to Mayor’s OMB and HRA.
- PRMS enterprise reporting warehouse (~48% reporting efficiency gains); NYCAPS forms DB; RecTS Swim for Life (DOE).
- Requirements with commissioners and chiefs of staff under public-sector governance.

## EDUCATION

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**B.B.A., Finance & Investments** — Baruch College (CUNY), Zicklin School of Business · 2010 · GPA 3.45

Minor: Industrial / Organizational Psychology

## RECOGNITION & LANGUAGES

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- Upwork Expert-Vetted (invitation-only top ~1%)
- NYC Certified Interpreter / Translator — Office of the Mayor, City of New York
- English & Russian (fluent); Spanish (basic)

## FULL PROJECT PORTFOLIO — NAME · DATES · SUMMARY · LINK

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Canonical portfolio: <https://tools.alphagentic.io/portfolio.html>

- **αAgentic.io — Agentic AI Systems & Automation** · Mar 2025–Present — Applied agentic AI platform for automation, tool-enabled agents, guarded workflows, and business integrations. — <https://alphagentic.io>
- **Makelane.ai** · Active · αAgentic — Studio platform: one sentence → open for business (brand, leads, bookings, deposits, CRM). — <https://makelane.ai>
- **LiqLab.ai** · Active · αAgentic — AI product lab and SaaS platform for turning business problems into working digital products. — <https://liqlab.ai>
- **odontOS.io** · Active · αAgentic — AI-enabled dental practice OS: scheduling, treatment, production, clinical launchers. — <https://odontos.io>
- **FutureSignal.io** · Active · αAgentic — AI decision-intelligence: signals, scenarios, evidence into structured research workflows. — <https://futuresignal.io>
- **Virtual.Limited** · Active · αAgentic — Digital business & virtual operations platform (services, workflows, launch infrastructure). — <https://virtual.limited>
- **LITNUP.io** · Active · αAgentic — Nightlife, events & social discovery connecting venues, promotions, and audiences. — <https://litnup.io>
- **Romanov.Solutions** · Active · αAgentic — Solutions practice: architecture, full-stack product, AI/SaaS, automation, technical recovery. — <https://romanov.solutions>
- **odd.domains** · Active · αAgentic — Domain marketplace: listings, API-first offers, forsale host signs. — <https://odd.domains>
- **VesselGrade.com (maritime company)** · Active · αAgentic — Maritime product company umbrella for charter/fleet/rental agentic SaaS lineup. — <https://vesselgrade.com>
- **FleetOS.io / CharterUp.io** · Active · VesselGrade / αAgentic — Fleet & charter operations: booking, scheduling, drivers/vehicles, dashboards. — <https://fleetos.io> · <https://charterup.io>
- **SurveyOS.io** · Active · VesselGrade / αAgentic — Survey & field operations: intake, forms, evidence, status, approvals, reporting. — <https://surveyos.io>
- **BoatRental.Guide** · 2025–Present · VesselGrade / αAgentic — Boat rental & charter comparison across marketplaces; direct book at source. — <https://boatrental.guide>
- **VIPCaptain.com** · 2025–Present · VesselGrade / αAgentic — Premium supercar jet boat rental & sales (Hollywood Beach / New River). — <https://vipcaptain.com>
- **Boaterman.com** · Active · VesselGrade / αAgentic — Maritime agentic SaaS / operations product in the VesselGrade lineup. — <https://boaterman.com>
- **AutoDealerPro.io** · Active · αAgentic — Agentic SaaS for dealerships: operations, workflows, automation. — <https://autodealerpro.io>
- **ExoticAutoDealer.pro** · Active · αAgentic — Virtual dealership showroom experience. — <https://exoticautodealer.pro>
- **HollywoodKayak.com** · 2025–Present — Mobile-first kayak rental and local experience booking platform. — <https://hollywoodkayak.com>
- **DOITFLORIDA.com** · 2025–Present · Do IT Florida — South Florida tech studio: custom platforms, enterprise software, AI automation for SMBs. — <https://doitflorida.com>
- **Hallandale.io** · 2025–Present · αAgentic — Source-tracked civic information portal for Hallandale Beach, FL. — <https://hallandale.io>

- **MovingPro.io** · Oct 2023–Present — Automotive transportation ops: quotes, orders, clients, office-to-customer communication. — <https://movingpro.io>
- **BuiltStrong.pro** · Active · αAgentic — Conversion platform for professional services: lead gen, intake, CRM-ready automation. — <https://builtstrong.pro>
- **Liq.Studio** · Active · αAgentic — Product design & experience studio: design systems, SaaS UX, WebGL, launch prototypes. — <https://liq.studio>
- **MiamiTV.pro** · Active · αAgentic — Media & streaming platform concept for Miami programming and branded experiences. — <https://miamitv.pro>
- **VoiceChart.io** · Active · αAgentic — Voice-first clinical documentation: dictation to structured notes and chart handoff. — <https://voicechart.io>
- **PRMS — Parks Reporting & Management System** · NYC Parks tenure — Enterprise reporting for managers; multi-year efficiency gains in fiscal/ops reporting. — Internal
- **NYCAPS Forms & Applications Database** · Jan 2009–May 2016 · NYC Parks — Personnel employment history and job-application tracking database. — Internal
- **RecTS — Swim for Life Tracking** · Mar 2010–May 2016 · NYC Parks — DOE collaboration: schools, attendance, public program operations across five boroughs. — Internal
- **Workforce & Staffing Model** · May 2013–May 2016 · NYC Parks — VBA staffing/cost model (200+ inputs); GIS and Asset Management integration. — Internal
- **Container Loading / Shipping / Export Tracking** · Aug 2011–May 2012 — Logistics software for costs, shipments, orders, and clientele. — Internal

## SKILLS

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Skills aligned to professional profile (Indeed). Includes core technical, architecture, AI, PM, and domain skills.

### Core / technical

HRIS · JavaScript · Project Management Institute Certification · Workday · Python · SDLC · Node.js · System architecture · Leadership · PHP · RBAC · PeopleSoft · UX · Payroll · Scrum · User acceptance testing · APIs · ADP · AI · React · Master's degree · SaaS · SQL · ERP systems

### Project management, leadership & tools

Accounting and finance experience · Compliance reporting · Project stakeholder communication · Project monitoring · Contract management · Managing business operations budgets — Largest business operations budget managed (More than \$1M) · Microsoft PowerPoint · Schedule management · Project integration management · Productivity software · Technical writing · Stakeholder analysis · Stakeholder expectation management · Resource allocation (project management tasks) · Project management — Project management experience (16–20 years) · Consulting firm experience · Contracts · Product development project management · Procurement management · Scope management · Project final report preparation · Stakeholder management · Project scheduling · Program management · Regular stakeholder meetings · Event planning project management · Earned value management · Wrike · ServiceNow · Senior leadership · Project management software · Stakeholder feedback mechanisms · Basecamp · Zoom · Project leadership · Conflict resolution · Excel data analysis · Asana · Microsoft Project · Technical documentation · Project reporting · Project management in non-profit sector · Project management in government · Project management in finance · monday.com · Post-project review · Smartsheet · Hybrid methodology · Airtable · Cost accounting · Managing business operations teams — Largest business operations team managed (11–20 members) · Project management in retail · Project communication management · Project risk management · Achieving project delivery timelines — Shortest project delivery timeline achieved (3–6 months) · Technical project & program manager supervisory experience · Budget reports · Google Meet · Cost management · Project file archiving · Project team debriefing · Variance analysis · Project dashboards · Stakeholder engagement · Microsoft Word · Notion · Project task coordination · Project quality assurance reporting · Project resource allocation reporting · Agentic AI · LLM workflows · Solution architecture · Business analysis · Requirements engineering · UAT · API integration · Cloud / VPS deployment · Next.js · Full-stack product development · Design systems · Process automation