

Mykhailo Osypenko

AI-Native RevOps & Growth Automation

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SUMMARY

Credit analyst turned EPAM frontend engineer turned lead-generation operator who builds his own AI tools to fix slow processes. Known for extreme ownership (shipped a SharkNinja release through New Year's night with his team lead) and for turning manual GTM work into cost-optimized, AI-native pipelines.

EXPERIENCE

Lead Generation / GTM Operator

Group of companies (8 → 6), then merged team · recent

- Diagnosed and rebuilt lead-gen for the group's weakest company — reformatted the team, hired senior talent, rebuilt the process from first principles.
- Built personal AI tools later adopted by colleagues: lead/account scoring, AI data enrichment, an offline conference PWA, a time-zone meeting planner, and a multimodal Content Factory.

Frontend Developer

EPAM Systems · multi-year

- Sole frontend developer on a UK national newspaper's custom CMS (2+ years; first production role).
- UK DIY-retail chain (2+ years); acted as interim frontend team lead for ~6 months until an official lead was hired.
- Bose UI rewrite · Ericsson portal · American Bible Society (Shopify) · SharkNinja (Zendesk support rebuild) · Daimler Trucks (Power Pages).
- Ran R&D courses/webinars for students and a half-year course for EPAM partner IT Park (Uzbekistan).

Credit Analyst

Major systemically-important Ukrainian bank · early career

- Credit analysis and debt/collections; built own analytics to surface patterns.
- Consistently top of the department's stats; #1 for roughly the last half-year.

AI TOOLS BUILT

Lead & account scoring · AI data enrichment · Offline conference PWA · Content Factory (multimodal) · Time-zone meeting planner · n8n / Clay-style orchestration

SKILLS

RevOps / Lead-gen · Frontend (multi-framework) · AI pipeline orchestration · Data analysis · Shopify · Zendesk · Power Pages · Team rebuild & mentoring