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Dragos Rotaru

SWE + Founder

ON, Canada

I do my best work owning ambiguous strategic objectives — a new revenue motion, a dev platform from scratch, a function that doesn't exist yet — and building the team, systems, and momentum to deliver them. I ship fast, raise the bar on how teams build (AI adoption, hiring, architecture), and I genuinely enjoy the work, which tends to be contagious.

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Experience

Spellbook • Growth Engineering Team Lead

May 2025 - Present • Canada (Remote)

Anthropic • OpenAI • RAG • TRPC • React • Mongo • AWS CDK • Datadog • LaunchDarkly • Postgres • Tailwind • Word Add-in

Took Spellbook's product-led growth motion from $0 to $2.5M USD net ARR in 2 quarters, owning the vertical end to end with board-level OKR accountability. Acted as my own PM across the full stack of the function: $100k/mo paid ads budget and creative, conversion tracking, A/B experimentation, sales training and enablement, dashboards, and the billing code and product features underneath it all.

Separately own company-wide monetization infrastructure: onboarding, activation, seat expansion, billing and usage credits, usage reporting, and the enterprise admin panel (SSO configuration, JIT sync, RBAC/user management). Ongoing contributions to hiring, engineering culture, AI adoption in dev workflows, and on-call.

EHN Canada • Software Team Lead

Oct 2024 - May 2025 • Toronto (Remote)

OpenAI • Vercel AI SDK • TypeScript • NextJS • Azure • Terraform • Tailwind • Turborepo • Postgres • Cosmos DB

Built the company's dev platform from zero — SDLC, architecture standards, CI/CD, Terraform (CDKTF) on Azure, Datadog — while leading a team of 7 through its first AI product cycle. Shipped a real-time voice AI + RAG copilot for call center staff integrated with Salesforce/Genesys, a mental health assessment platform, and data integrations across Snowflake, Salesforce, Genesys, and EMR. Partnered with licensed clinicians to design a speech + video AI therapy app.

VentureKit • Senior Software Engineer

Nov 2024 - Feb 2025 • Remote (Contract)

OpenAI • Vercel AI SDK • TypeScript • NextJS • Vercel • PostGres • Sentry • Tailwind

Shipped streaming AI features (competitor analysis, RAG market research) for a 300k-user product; led Next 13→15 migration.

ALR CPA • Fractional CTO

July 2023 - Nov 2024 • Toronto (Remote)

Vercel AI SDK • TypeScript • OpenAI • NextJS • Vercel

Ran technology end to end for an accounting firm: launched a customer success platform, implemented CRM and AI-assisted sales and content processes, and drove SEO/analytics improvements that materially lifted lead flow. Built SOPs and infrastructure toward SOC 2. Hired 4, modernized remote-work policy, trained the team on AI tooling.

Anytype • Senior Software Engineer

Oct 2022 - May 2023 • Berlin (Remote)

TypeScript • React • Electron • Go • IPFS • CRDT • gRPC

Local-first, P2P, open-source Notion competitor (200k+ users, 6k+ GitHub stars) built on CRDTs. Led the new onboarding experience and widgets system through public launch; shipped across the Electron desktop app and browser extension. Active in community support and code quality on a fully distributed OSS team.

Qualio • Full-Stack/Devops Engineer

Sept 2020 - Aug 2021 • San Francisco (Remote)

Python • Typescript • React • Node • AWS • Lambda • Docker • CloudFormation

QA platform for life sciences. Drove the monolith→microservices transition and CI/CD pipeline. Built self-serve client migration and onboarding tools that took engineering out of the customer onboarding loop entirely.

Huckleberry AI • Co-founder/CTO (seed stage)

Jan 2019 - Sept 2020 • Waterloo (Hybrid)

TypeScript • Node • React • PostGres • Redis • AWS

Raised ~$150k; took two products from idea to paying customers (B2B SaaS + B2C extension). Hired and led a small dev team plus 12 Waterloo co-op engineers.

RCO Ventures • Software Developer

Apr 2017 - Sept 2020 • Waterloo (Remote)

Python • TypeScript • Angular • React • Go • C# • Vercel • AWS • Mongo • PostGres • NextJS

Delivered 30+ client projects across web/mobile, data pipelines, and devops — healthcare billing, gig-economy and marketplace platforms, class-action data analysis, datasets-as-a-service.

Emrys Analytics • Director of Analytics

Sept 2016 - Mar 2017 • Waterloo (Hybrid)

Python • TypeScript • Rust • Electron • Postgres • AWS

Built cyber-risk underwriting software (Rust/Python) and ETL pipelines for insuring US healthcare facilities; co-authored a paper on autonomous vehicle insurance data for Ford.

Diebold Nixdorf • Software Architecture R&D Internship

May 2016 - Aug 2016 • London

C# • TypeScript • Angular • Redis

Built Redis session-auth middleware for ATMs; ran WebRTC/HTTP2 experiments informing architecture decisions.

DELTAFi (ΔFi) • Founder/Hardware Designer

May 2013 - May 2016 • London

C • KiCAD • Python

Designed and built synthesizers and embedded projects, PCB prototype through small-run production.

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Education

Western University / Comp. Sci. and Mathematics B.Sc.

2014 - 2016 • Dropout • Canada