Nikolay (Nik) Grishchenko

CTO · Cloud & AI Engineering Leader

ngr@sosw.app · grishchenko.info/cv · linkedin.com/in/ngrishchenko · github.com/ngr

Profile

Technology executive: 20+ years in software, 15+ years leading engineering and IT organisations (teams of up to 75 people), 10+ years architecting on AWS. CTO of ExplorAds, where I built and run an automated search-arbitrage platform and rolled out fully autonomous, AI-agent-driven R&D. In parallel, founder and CTO of SOSW LTD, providing cloud and AI engineering services.

Skills

- **Leadership & management:** *engineering strategy, building and leading R&D and data teams, hiring, delivery process, IT budget planning; startups and enterprises; operational and strategic planning, BI.*
- **Architecture:** *secure, highly available, high-load event-driven and serverless systems. DevOps: security, monitoring, CI/CD, IaC (CloudFormation / SAM, Terraform), networking.*
- **Cloud:** *AWS — Lambda, EventBridge, API Gateway, DynamoDB, S3, Kinesis, Athena, EMR, Organizations. Azure — hosted AI models, Databricks, Confluent.*
- **AI & LLM:** *autonomous agent systems, multi-model orchestration, self-hosted LLM gateway, company-wide AI adoption.*
- **Python & languages:** *Python (web frameworks, microservices, serverless, data analysis, APIs), Go, C++, C#, HTML, CSS, JS.*
- **Databases:** *DynamoDB, Aurora, MySQL, MongoDB, Elasticsearch; streaming and big data — Kinesis, EMR, Spark, Hadoop.*
- **Business & finance:** *P&L-driven ad-tech, automated bidding and media spend, revenue reconciliation, billing and payments.*

Current experience

ExplorAds — CTO · Dec 2024 – present (contractor until Jul 2025) · Tel Aviv (hybrid)

- Own platform architecture and the engineering team (5 engineers) of an ad-tech company.
- Built and run an automated search-arbitrage (RSOC) platform on complex AWS infrastructure: AdSense revenue data pipelines, a Meta media-buying platform and a Connected-TV line, across 29 repositories.
- Over the last six months, rolled out fully autonomous R&D as a service: AI agents take work from specification to deployed production under human architectural review.
- Led the company-wide AI-native transformation: AI usage policy, security guardrails and hands-on training for every department.

SOSW LTD — Founder & CTO · 2023 – present · sosw.app

- Cloud and AI engineering services for companies: architecture, development, technical due diligence and AI-native delivery.
- Designed and operate an autonomous AI engineering fleet: 180+ agent skills, 74 repositories, ~31k automated tests, two-model code review and autonomous deploy; self-hosted LLM gateway on AWS.
- Products shipped on AWS: Wayli (AI audio walking tours, iOS App Store), Bookkeeper (AI accounting-document extraction), Lend Lane (business-lending lead qualification).

Open source & community

- Author and maintainer of sosw, an open-source Python framework for AWS Lambda orchestration (PyPI, ~1k downloads / month).
- Developed and taught serverless and cloud-native courses; lectured and mentored 50+ students and interns.
- Organised open spaces, talks and sprint hubs at PyCon US, PyCon Israel and AWS re:Invent.

Education & certification

- Master of Engineering, Electrical Engineering — Moscow State Technical University "MAMI".
- AWS Certified Solutions Architect – Associate (2016).

Languages: English, Russian, Hebrew.

Previous experience

Zencity — Senior Backend Engineer, Applied AI (part-time) · Aug 2024 – Jun 2025

- Data pipelines and AI-powered features in production for a gov-tech analytics platform, on Azure, Databricks and Confluent.
- About a year with Azure services for hosted AI models: fully automated model deployment and monitoring with Terraform.

Better Impression — CTO · Aug 2015 – Sep 2023 · Tel Aviv

- Led technology for an online-marketing company (a Natural Intelligence subsidiary): ~25 people across R&D and Data Operations; planned and owned the full IT budget.
- Key achievement: designed and built the automated bidding system, a serverless event-driven data-aggregation and ML-based analysis platform (Python).
- Owned architecture, DevOps and security; 50+ AWS services and 300+ Lambda functions in production.

Borets International — Special-projects manager, then CIO · 2011 – 2014 · oil-equipment manufacturing

- Ran IT for the holding with an IT organisation of ~80 people: 10+ AD domains, 50+ remote offices, 10,000+ users.
- Reorganised IT management for the ~10,000-employee enterprise, improving efficiency and cost; BI, specialised oil-pumping software, business analysis for product-cost optimisation.

Earlier roles · 2005 – 2011

- Oversun-Scalaxy (cloud computing) — Customer services director: public and enterprise hosting platforms, web applications adapted for the cloud (2010–2011).
- CTI (IP telephony, systems integration) — Product manager: call-centre and Cisco UCM/UCCE software, technical presale, full product lifecycle (2007–2009).
- .masterhost (hosting, data centres) — Built the 24×7 contact centre and led technical support (~30 people), then new-product projects (2005–2007).