

Maxim Smirnov

Product Builder · Digital Entrepreneur · Moldova

findlyten.is-a.dev

Profile

Product builder with a track record of identifying underserved markets and launching real products from scratch. Founded a digital agency and built Moldova's first free freelance marketplace — both live with real users, backed by production-grade infrastructure I designed and deployed myself. I move fast using AI and modern tools, with strong instincts for growth, distribution, and monetisation. Fluent in 4 languages and comfortable operating across Eastern European markets.

Projects

Freelance Moldova

2025 – Present | freelance-moldova.com

Founder & Product Lead · Marketplace Platform

Spotted an untapped niche — Moldova had no dedicated freelance platform — and built a production-grade marketplace from scratch. Designed the full architecture: Next.js, PostgreSQL, Docker, deployed on a self-managed VPS with automated backups and 99.9% uptime. Built a complete monetisation system with subscription and boost models, integrated PayPal payments, and grew to 50+ registered users and 30+ posted jobs through organic distribution alone.

Full technical breakdown: findlyten.is-a.dev/freelance.html.

VAN7 Moldova

2026 – Present | van7-moldova.com

Founder & Developer · Digital Agency

Founded Moldova's first dedicated digital agency after identifying a clear gap in the local market. Built the agency's entire multilingual web presence from scratch — a custom internationalisation system supporting 4 languages with no framework. Managed full client lifecycle including brand identity, digital strategy, and campaign execution, while handling all technical development and infrastructure independently.

Full technical breakdown: findlyten.is-a.dev/van7.html.

Experience

Content Writer & Junior Editor

2026 · 3 months | [ITC.ua](https://itc.ua)

Tech Media

Covered daily technology news across AI, gadgets, research, and digital innovation for one of Ukraine's leading tech publications. Managed full content lifecycle in WordPress CMS — research, writing, publishing, and SEO. Delivered consistently under daily editorial deadlines, including weekends.

Skills

Product Management: Opportunity research, user interviews, roadmap prioritisation, feature scoping, go-to-market

Technical: Next.js, PostgreSQL, Docker, VPS deployment, payment integration, AI-assisted development

Growth & Marketing: Organic distribution, community building, retention design, monetisation strategy

Communication: Ukrainian (Native), Russian (Native), English (Fluent), Romanian (Conversational)

Why I'm a strong fit

Most junior PM candidates have completed courses and internships. I have shipped two real products, acquired real users, and managed both from idea to growth — independently, with no budget, and with a production-grade technical stack to back it up. I understand what it means to own a product end to end: define it, build it, ship it, and grow it. I bring the mindset of a founder to a product role — focused on outcomes, not activity. My multilingual background and Eastern European market experience add direct value for any company operating in or expanding to this region.