

Andrei Dancu

AI Product Builder for Business Automation, RAG Systems & SaaS Workflows

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Romania (Remote / International — open to relocation)

ABOUT ME

I'm a Romanian entrepreneur, creative technologist, and AI Product Builder with a background in advertising production, graphic design, industrial design, marketing, CNC/CAM workflows, and business management.

I build AI-assisted business applications that connect real company data, internal workflows, automation, and LLM-powered assistants into practical SaaS products.

My focus is on RAG systems, AI assistants, workflow automation, AI agents, internal dashboards, SaaS prototypes, and tools that help companies retrieve verified information, reduce manual work, and make better decisions.

I combine real business experience with practical AI application development using tools such as OpenAI API, Anthropic Claude API, LangChain, LangGraph, LlamaIndex, Supabase, pgvector, PostgreSQL, n8n, and modern web technologies.

"I don't build AI demos just to show technology. I build AI systems that answer from real business data and help people make better decisions."

AI APPLICATION DEVELOPMENT

I work with AI as a product layer connected to real company data, documents, databases, reports, tasks, clients, and operational workflows.

I can build RAG-based assistants that retrieve verified information before answering, AI agents that follow multi-step workflows, and automation systems that connect business processes with LLM-powered tools.

KEY AREAS

- RAG architecture for business data
- AI assistants over documents, reports, and databases
- LangChain and LlamaIndex-based retrieval systems
- LangGraph agent workflows with state and multi-step logic
- Supabase / PostgreSQL / pgvector data layer
- n8n AI workflow automation
- OpenAI API and Anthropic Claude API integrations
- Embeddings, vector search, metadata filtering, and reranking
- Structured outputs and tool calling
- AI-powered dashboards and SaaS prototypes

EXPERIENCE

Founder & General Manager (Exit)

Feb 2023 — May 2026

Signistic Group SRL — Sibiu / Bucharest · signistic.ro / promofleet.ro

Founded and led a branding and advertising production company while developing strong business, operations, client communication, production planning, and project delivery experience. This business background now supports my transition into AI-assisted SaaS products and workflow automation.

- Founded and led a 4-person branding and production agency, overseeing creative direction, client accounts, production planning, supplier coordination, and P&L.
 - Managed the full project lifecycle for vehicle wraps, large-format signage, and branded environments, from initial brief and design through material sourcing, print production, and installation.
 - Delivered projects for 70+ clients across retail, automotive, and hospitality sectors, maintaining direct ownership of supplier negotiations and vendor relationships.
 - Introduced Unreal Engine 5 into the client presentation workflow to produce photorealistic mockups, reducing revision rounds and accelerating client sign-off.
 - Built repeatable production workflows that enabled concurrent management of multiple accounts without compromising quality or delivery standards.
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Industrial Designer

Nov 2022 — Aug 2024

LANCO – Dr. Lange GmbH & Co. KG — Tâlmăciu

- Led a production team of 6, coordinating daily manufacturing activity against technical specifications, production targets, and delivery deadlines.
 - Developed 3D models for Clear Span Deployable Shelter TENT, supporting the transition from 2D concept to finished physical product.
 - Programmed and optimized CAM workflows for DMG MORI and MECAL CNC machinery to produce high-precision industrial components.
 - Built and validated physical prototypes before release to full-scale manufacturing.
 - Reduced overhead by improving tool procurement and CNC workflow efficiency, increasing throughput and reducing material waste.
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Marketing Specialist

Nov 2021 — Nov 2022

LANCO – Dr. Lange GmbH & Co. KG — Tâlmăciu

- Produced marketing collateral for sales teams in Germany, Norway, and Italy, including print advertising, brochures, exhibition materials, and digital content.
 - Created 3D-rendered product visuals for client presentations, improving the quality and clarity of the pre-sales visualization process.
 - Shot and post-processed product photography for the company's e-commerce platform.
 - Produced video content including product tutorials and promotional films, and captured aerial footage for internal site mapping and visual documentation.
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Founder

Nov 2020 — Nov 2021

DANKMEDIA Studio & Art — Sibiu

- Founded and managed a boutique creative studio delivering branding, signage, vehicle wrapping, and drone cinematography services for local businesses.
- Operated cutter plotters and large-format printers, executing full vinyl wrap and signage production projects end-to-end.
- Managed client communication, project scoping, production, and delivery independently.

Cutting Technician & Trainer

Sep 2018 — Jul 2020

Faurecia — Tâlmăciu, Sibiu

- Operated and programmed ZUND and LECTRA industrial cutting machines in a high-volume automotive manufacturing environment.
- Trained and certified new operators on machine workflows, technical procedures, and production standards.
- Consistently delivered against demanding production KPIs in a fast-paced environment.

AI PRODUCT PROTOTYPES & SAAS CONCEPTS

BuildManager

RAG-BASED AI ASSISTANT FOR CONSTRUCTION MANAGEMENT

A construction workflow SaaS prototype where site managers submit structured daily reports. The business owner can then ask natural-language questions — "What was done today?", "Which sites are delayed?", "What materials are missing?" — and the AI retrieves verified answers from real project data.

Core concepts: RAG over daily site reports, PostgreSQL/Supabase data layer, AI summaries, construction workflows, trade-specific task stages, material tracking, subcontractor visibility, and owner-level decision support.

AI Layer: RAG workflow connected to project reports, tasks, materials, and subcontractor data.

Delta Aqua

AI-ASSISTED PLATFORM FOR WATER & SEWERAGE OPERATORS

A digital SaaS platform for water and sewerage operators — client accounts, index submission, invoices, online payments, complaints, and internal administration. The AI layer works as a knowledge and operations assistant, retrieving structured utility data and documentation before answering operator queries.

Core concepts: Client portal, operator dashboard, RAG-based support assistant, role-based access, SmartBill / Netopia / EuPlatesc integrations, smart meter readiness, and public utility digitalization.

AI Layer: RAG assistant over client data, procedures, and operational records.

/FLOW

INTERNAL BUSINESS OS WITH AI AGENTS & MARKETING AUTOMATION

An internal business operating system concept under Dinoco Digital. Connects sales, leads, demos, follow-ups, offers, contracts, projects, tasks, support tickets, expenses, and marketing automation into one operational dashboard with an AI agent layer.

Core concepts: LLM-powered marketing, n8n automation, CRM workflows, AI agents, approval flows, multilingual content generation (RO, EN, DE), lead follow-up automation, and business process visibility.

AI Layer: Agents for lead follow-up, campaign drafting, and multilingual content generation.

Seervice

AI-ENHANCED MARKETPLACE & SERVICE DISCOVERY PLATFORM

A marketplace and social discovery ecosystem for service providers. AI improves discovery through semantic search and recommendation workflows — users can search naturally for services, locations, and project types while the system retrieves relevant profiles, posts, and service data.

Core concepts: Service marketplace, semantic search, AI-powered discovery, business profiles, service posts, sponsored placements, lead generation, and future integration with BuildManager for project publishing.

AI Layer: Semantic search and recommendation over provider profiles, portfolios, and service data.

SKILLS & CAPABILITIES

AI Engineering & RAG

RAG Architecture

Embeddings

Vector Search

Supabase pgvector

PostgreSQL

Metadata Filtering

Semantic Search

Hybrid Search

Reranking

Grounded AI Answers

Context Retrieval

LLM Frameworks

LangChain

LangGraph

LlamaIndex

OpenAI API

Anthropic Claude API

Tool Calling

Structured Outputs

AI Agents

Function Calling

Prompt Engineering

Automation & Workflow Systems

n8n

AI Workflow Automation

Webhooks

CRM Automation

Marketing Automation

Approval Flows

Lead Follow-up Automation

Email Automation

Business Process Automation

SaaS & Product Building

React

Supabase

PostgreSQL

API Integrations

Dashboard Design

Role-based Systems

MVP Development

Product Thinking

UX/UI

SaaS Architecture

Design & Creative

Adobe Illustrator

Adobe InDesign

Adobe Photoshop

Adobe Premiere

After Effects

Graphic Design

Branding

UX/UI

Presentation Design

Marketing Materials

Visual Systems

Industrial / Production

Autodesk Inventor

CAM Workflows

CNC Production

ZUND Cutting Machines

LECTRA Cutting Machines

Large-format Printing

Vehicle Wrapping

Signage Production

Material Planning

Supplier Coordination

Business & Leadership

Entrepreneurship

Client Communication

Budget Understanding

Time Management

Team Coordination

Production Planning

Sales Process Thinking

Vendor Negotiation

Business Ownership Mindset

"I understand how software, business operations, and AI connect — because I've worked across all of them."

EDUCATION

- High School Graduate
- Attended university; final license degree still pending
- Practical learning through entrepreneurship, production, design, industrial workflows, marketing, and AI-assisted software building

"My path has been strongly practical. I learned by building, managing, selling, designing, producing, and solving real problems."

LANGUAGES

Romanian	Native
English	Good professional level

Used English daily at LANCO in meetings with colleagues from Germany, Italy, Norway, and France. Not used daily since ~2024 but confident in quick re-activation.

WHAT I'M LOOKING FOR

AI Product Builder

RAG Developer

AI Workflow Automation Specialist

Junior AI Engineer

AI-assisted SaaS Builder

Creative Technologist

LLM Application Developer

No-code / Low-code AI Automation Specialist

Product Designer with AI Tools

Remote-first product team

Startup or software company building real products

I am looking for a role where I can build practical AI-assisted business applications, RAG systems, SaaS prototypes, internal tools, and workflow automation products.

I am especially interested in companies building AI tools for operations, construction, utilities, CRM, marketing automation, marketplaces, business dashboards, and internal process digitalization.

"Open to remote work, hybrid work, relocation, and international collaboration."

POSITIONING

I am not positioning myself as a machine learning researcher. I position myself as an AI Product Builder who understands business problems, product design, workflows, and how to connect LLMs with real company data.

My value is in building useful AI systems for companies: assistants, dashboards, automations, RAG tools, SaaS prototypes, and workflows that save time and improve decision-making.

I do not claim to have trained models from scratch. The projects described here are practical AI product prototypes and SaaS concepts built using existing LLM APIs and open-source AI frameworks.