

MIKHAIL AZHYSHCHEV

AI-ENABLED AUTOMATION ENGINEER

SUMMARY

AI-Enabled Automation Engineer with 10+ years across B2B operations, procurement, and supply chain, building code-first AI workflows and automation systems since 2022. Focused on removing manual bottlenecks and making businesses more efficient — from back-office process automation to digital growth channels, built from zero for a Munich market launch.

WORK EXPERIENCE

AI-ENABLED AUTOMATION ENGINEER

AZHYSHCHEV | Munich, Germany | Aug 2023 – Present

- Lead end-to-end B2B commercial and operational delivery in Germany — client acquisition, negotiations, contract execution, procurement, and supplier coordination, contributing to 25+ client projects delivered.
- Built a partner network of 15+ suppliers and service providers, applying hands-on operations and supply chain expertise directly to automation project delivery.
- Design and implement code-first automation solutions, including Hybrid RAG pipelines, agentic AI workflows, intelligent sales agents, and internal tools for document processing, product search, and workflow automation — replacing manual processes with scalable, AI-driven systems.
- Improve operational efficiency in client projects through data optimisation, API integrations, and cost-conscious solution design — reducing API overhead and improving processing speed across delivered projects.
- Own internal financial reporting automation for VAT/Umsatzsteuer and maintain full P&L responsibility and German business compliance.

DIGITAL MARKETING & OPERATIONS MANAGER

VIBA GMBH | Munich, Germany | Apr 2022 – Aug 2023

- Built the digital presence from zero across Instagram, Facebook, TikTok, Google Business Profile, and WordPress — publishing reels and carousels daily, managing paid campaigns (Google Ads, Meta Ads), and optimising for local SEO and Google Maps.
- Grew Instagram to 4K+ followers through personally conceptualised and edited video content, driving consistent client inquiries and inbound sales calls.
- Designed and automated an AI-supported content production workflow using Google Apps Script and ChatGPT API — automating keyword analysis, content briefs, and cross-platform distribution, enabling weekly and monthly content plans to run with minimal manual effort.
- Coordinated procurement and order management across supplier systems for Siemens, Bosch, Liebherr, and Miele, supporting store launch from zero to a fully operational, profitable business.

CONTACT

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CORE SKILLS

Automation & AI

- Code-first Automation
- AI-assisted Development
- Hybrid RAG & Agentic AI
- Multi-LLM Orchestration
- LangGraph, LangChain
- Prompt Engineering
- Business Process Automation

Development

- Python, TypeScript, SQL
- REST APIs, Webhooks
- Git / GitHub
- System Integrations

Platforms & Tools

- VS Code, Claude Code
- Supabase, pgvector, Redis
- n8n, Make.com
- Google GenAI SDK
- MCP Servers, CLI Tools
- Power Automate

Business & Operations

- B2B & Digital Operations
- SEO, Meta Ads, Google Analytics
- Stakeholder Management
- Process Optimization
- P&L Ownership

Languages

- English — Fluent
- German — B1 (certified)
- Russian, Ukrainian — Native

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WORK EXPERIENCE (CONTINUED)

HEAD OF COMMERCIAL DEPARTMENT

BLACK SEA LINK LTD. | Odesa, Ukraine | Apr 2019 – Feb 2022

- Built and led a commercial department of 5 employees, managing sales coordination, forecasting, hiring support, and partner relationships across shipping lines, freight forwarders, customs brokers, and transport providers.
- Expanded sales channels and improved commercial visibility through metrics tracking, forecasting, and business development activity.
- Improved service delivery and optimised costs across sea, rail, air transport, and customs clearance.

PREVIOUS ROLES

INTERNATIONAL LOGISTICS & SUPPLY CHAIN MANAGER

FMG SHIPPING AND FORWARDING | Sep 2017 – Feb 2019

- Led warehouse and export logistics for timber and grain, coordinating foreign trade contracts, multimodal transport, customs solutions, and a team of 3 employees, contributing to a profitable warehouse operation and consistent on-time delivery performance.

GLOBAL LOGISTICS MANAGER

FMG SHIPPING AND FORWARDING | Apr 2015 – Sep 2017

- Managed import and export cargo deliveries from China and Europe to Ukraine, negotiating with shipping lines, freight forwarders, trucking companies, and railway operators while optimising transport routes and supporting consolidation warehouse operations.

INTERNATIONAL LOGISTICS MANAGER

ITL GROUP | Jul 2012 – Mar 2015

- Managed a fleet of 5 container trucks, prepared registration documents for shipping lines and Ukrainian seaports, and coordinated export cargo operations for international shipments.

PROJECTS

AI automation, RAG systems, and business automation case studies

— full project portfolio available on LinkedIn:

[linkedin.com/in/azhyshchev/details/projects](https://www.linkedin.com/in/azhyshchev/details/projects)

EDUCATION

Master's Degree in Engineering

National University "Odessa Polytechnic"
2006 – 2012

Applied ML & Deep Learning (6 ECTS)

Hochschule München (HM)
2026

CERTIFICATIONS

German B1 Certificate

+ Integrationskurs, Germany

Machine Learning Specialization

Stanford Online / DeepLearning.AI
Andrew Ng

Python Basics

University of Michigan / Coursera
March 2026 | Grade: 100%

IBM AI Developer Certifications

All 100% complete:

- Build Multimodal Generative AI Apps
- Build RAG Applications: Get Started
- Vector Databases for RAG
- Develop Generative AI Applications