



PETRU TÎRLĂ

Full-Stack Developer

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I build the software that runs businesses - SaaS products, enterprise platforms, and data systems across two continents.

Skills

- TypeScript | JavaScript | React | Next.js | Node.js | Hono | NestJS | Bun
- PostgreSQL | Supabase | MongoDB | Drizzle ORM | Prisma | Redis | Docker | Cloudflare Workers | AWS
- REST APIs | GraphQL | WebSockets | CI/CD | Terraform | Stripe | Multi-Tenant Architecture

Experience

- Full-Stack Engineer - Founder** ZEPHYR Web Studios *Remote, Romania* **01/2023 - Present**
- Built and shipped SaaS products and enterprise platforms for clients across Switzerland, Scandinavia, and the Middle East.
- Founder / CTO** RepUp AI *Remote, London* **01/2026 - Present**
- Built a revenue intelligence platform for B2B sales teams. 20+ paying clients, 200+ active users, Stripe credit-based billing.
 - Integrated **6 CRM providers (HubSpot, Salesforce, Pipedrive, Zoho, ActiveCampaign, Dynamics 365)** with bilateral sync: reads, writes, and webhook ingestion.
 - Engineered a call intelligence pipeline: **AssemblyAI** transcription, **OpenAI**-driven analysis, and automated CRM projection of summaries, action items, and deal risk signals. **NestJS, BullMQ, Supabase** with row-level security.
- Senior Full-Stack Engineer** Papilio / Worxps *Remote, Switzerland* **01/2025 - Present**
- Building the digital talent assessment and feedback platform for Papilio Talent Solutions (Zurich), serving **500+ companies** and **1,000+ users** across Switzerland, Germany, and Europe. Collaborating with a team of 5 including CTO and Product Owner.
 - Developed a comprehensive assessment platform with **70+ feature modules** for HR admins and assessors - evaluation cycles, competency models, observation sheets, reporting.
 - Built a standalone **360-degree feedback system** with anonymous external rater access via token-based links.
 - Implemented **SCIM** user provisioning for **Azure AD** and **Google Workspace**, SOAP integration with **AON MapTalent**, and Active Directory sync. **React 19, Hono** on **Cloudflare Workers, Supabase** with row-level security, 4-language internationalization.
- Full-Stack Engineer** Maritime Fleet Management *Remote, Turkmenistan* **07/2025 - 02/2026**
- Built an enterprise logistics platform for **Dragon Oil** (Turkmenistan), digitizing marine dispatch, manifest signing, and vessel tracking for an **air-gapped, offline-capable** environment.
 - 4 React frontends**, an **Electron** desktop client for vessel bridge PCs, **PostGIS** geospatial tracking, **96 database models**, and a voyage optimization engine. **18+ RBAC roles**, bilingual EN/RU.
- Frontend Lead** ITHG AI *Bucharest, Romania* **12/2024 - 12/2025**
- Led frontend for a dental practice management system serving clinics across **Norway, Iceland, and Sweden**.
- Full-Stack Engineer** Shopify Integrations *Remote, Romania* **06/2024 - 12/2024**
- 6 supplier adapters** syncing inventory via **Shopify GraphQL API** with real-time **WebSocket** updates, cron scheduling, and rate-limited bulk operations.
- Software Engineer** ASSIST Software *Suceava, Romania* **08/2022 - 07/2024**
- Improved e-commerce platform performance from **30% to 80%** by implementing SSR with **Next.js** and optimizing **Node.js** data pipelines.
 - Built a shared component library in **Storybook** adopted across **5+ teams** and projects, ensuring consistent design and reducing duplicate UI work.
 - Migrated an HR platform from **React 16 to 18**, refactoring state management from **Redux Thunk** to modern patterns and updating **Styled Components** across the application.
- Software Engineer, Intern** Pentalog *Remote, Romania* **04/2022 - 07/2022**
- Built a full-stack admin dashboard with data visualization using **Node.js** and **Firebase**.

Education

- Bachelor of Computer Engineering** University "Stefan cel Mare" *Suceava, SV, RO* **10/2020 - 07/2024**
- Major in Electrical and Computer Engineering



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Projects

- **Lista Firme**: Built a platform indexing **1,968,946 Romanian companies** with financial data from **3 government sources** (ANAF, ONRC, Firme Online). **PostgreSQL, Bun, Hono, Drizzle ORM**. Custom job queue with lease-based work-stealing, cursor-based **pagination across 2M rows**, and async export pipeline processing **5M+ source payloads**. **(10/2024 - Present)**
- **AiFrontDesk**: Co-founded an AI-powered call center solution with **1.2s response latency**. Multi-tenant concurrent calls via **Twilio**, custom knowledge bases per client, **Node.js, MongoDB, React/Next.js, OpenAI API**. Infrastructure automation with **Terraform/Ansible**. **(05/2024 - 07/2025)**
- **MoovrSoft**: Multi-tenant SaaS for luxury transportation. **Stripe Connect** per-tenant billing, **PostGIS** geo-pricing zones, voice booking via **Deepgram** and AI, embeddable booking widgets with **13+ templates**. **Bun, Hono, Supabase, React**. **(10/2025 - Present)**
- **AUTO-Tinder**: A **Python**-based Tinder bot that learns user preferences and automates profile swiping based on those patterns **(10/2021)**

Mentorship

- **Computer Science Tutor**: Programming | Data Structure and Algorithms | career advice **(01/2021 - 12/2024)**