

Yannis Raftopoulos

PRODUCT ENGINEER | Full-Stack & AI-Native Product Development

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PROFESSIONAL PROFILE

Product Engineer and Software Architect with 18+ years building and shipping production SaaS, data-heavy applications, automation and real-time systems. Founder and hands-on builder who takes ambiguous problems from product scope and system design through full-stack implementation, deployment and iteration. Strong in Node.js/TypeScript, React/Next.js, PostgreSQL, APIs and background processing; I use Codex and Cursor daily to accelerate engineering while retaining ownership of architecture, testing and production quality.

CORE SKILLS

Full-Stack Engineering: Node.js · TypeScript · React · Next.js · Tailwind CSS · PostgreSQL · Redis · SQL · REST APIs · WebSockets

Product & Platform: End-to-end product delivery · system design · data integration · background workers · event-driven systems · Docker · CI/CD · Playwright · Neon · Cloudflare · Vercel · Stripe

AI-Native Development: Codex · Cursor · agent-assisted implementation and debugging · spec-first planning · human-reviewed changes · LLM APIs (OpenAI, Claude) · AI workflow validation

Leadership & Collaboration: Technical ownership · problem solving · team leadership · analytical thinking · virtual collaboration · communication · decision making · adaptability · independent thinking

PROFESSIONAL EXPERIENCE

Founder & Product Engineer — RankQuest

Jan 2026 – Present | Greece, Remote | rankquest.app

Built and operate a live data-intensive SaaS product that turns website and search evidence into one prioritized SEO action and guided implementation.

- Shipped the product end to end: frontend, Node.js/TypeScript services and REST APIs, PostgreSQL/Neon, background jobs, integrations, authentication, billing, notifications and production deployment.
- Owned product direction and technical trade-offs, deliberately replacing reporting-heavy dashboards with an evidence-backed decision and clear next step.
- Built ingestion and processing workflows across site crawling, Google Search Console, performance data and DataForSEO, with deterministic signal evaluation and auditable decisions.
- Designed a 22-step content intelligence and generation pipeline with asynchronous research modules, persisted context artifacts, LLM-assisted outputs and structured validation.
- Use Codex and Cursor for scoped feature implementation and debugging; review the architecture and changes personally, then verify in testing/staging before release.

Co-Founder / Software Architect / Product Engineer — Keyonic GMBH

Jan 2022 – Jun 2026 | Vienna, Austria, Hybrid

Co-led development of a smart-hotel and hospitality automation platform spanning guest workflows, in-room device control and AI-assisted services.

- Defined technical direction and built integrations and backend automation for check-in/out, reservations and in-room device control.
- Owned delivery across architecture, development, external integrations and production implementation; platform functionality piloted in Austria and Greece.
- Integrated LLM-assisted local recommendations and reservation-support functionality.

Co-Founder / Software Architect / Product Engineer — Astron Technologies

Jan 2018 – Feb 2019 | Dubai, UAE, Remote

Co-founded and built an MVP for solar-PV monitoring and management, joining data acquisition, backend processing and real-time operational interfaces.

- Led technical development from concept to working MVP and presented the system through a Dubai startup accelerator.

Software Architect / Senior Developer — JoyFoundry LTD

Jan 2014 – Jan 2022 | Athens, Greece

Delivered enterprise applications, SaaS products and custom full-stack software for private- and public-sector clients.

- Designed and built Litcom, an event-driven smart-building platform with Node.js, Redis, WebSockets, KNX and mobile/web interfaces for monitoring, device control and automation.
- Built PostgreSQL-backed GIS water- and flood-monitoring platforms with REST APIs, data processing and operational interfaces.
- Led architecture and hands-on delivery across desktop, mobile, web and commercial products, translating client requirements into released software.

SELECTED PRODUCTS & ENGINEERING PROJECTS

Keyplat — Smart Hotel Automation [Professional work / Keyonic] Co-led hotel automation spanning guest access, room controls, PMS integration and energy management. Developed reservation-based PIN access, mobile check-in and reporting; prototype tested at 3 Athens properties (Node.js, Vue.js, MariaDB, KNX, Unity 3D).

Litcom — Smart Building Automation [Professional work / JoyFoundry] Architected real-time IoT controls, events, automation scenarios and notifications across mobile, web and backend (Node.js, WebSockets, Redis, KNX, Quasar).

Aeroscroll Gallery [Own commercial product] Built and supported a customizable WordPress image-gallery product with media management, multiple layouts and image optimization (PHP, Vue/Quasar, MariaDB).

Keema Music Player [Client work] Developed a Windows desktop application for venue music selection, playlist mixing and scheduled playback (C#, WPF).

GDMAg — Interactive iPad Magazine [Client work / Neuhaus Media] Worked on a multimedia magazine with interactive articles and video, spanning iPad UI and supporting backend/content services (iOS, UIKit, PHP, MySQL).

Keraies App [Client work] Built a mobile antenna map displaying nearby antenna locations, signal strength and related metrics (Quasar, Cordova).

SaaSThink [Own commercial product] — Built an AI-assisted SaaS opportunity research tool using external search/market data and structured LLM evaluation.

EARLIER EXPERIENCE

Senior Developer / Development Team Leader — Neuhaus Media (Jan 2013 – Jan 2015, remote) — Led delivery of a full-stack iPad virtual magazine and backend/frontend integration.

Mobile & GIS Developer — Trans Adriatic Pipeline AG (Jan 2012 – Jan 2014) — Built a Windows/ArcGIS Mobile application for cadastral field-data collection.

Project Manager / Software Developer — NDiasiasi (Jan 2011 – Jan 2012) — Delivered PHP-based websites, e-commerce and small-business software end to end.

Mobile App / Web Developer — VERIAH LIMITED (Jan 2009 – Jan 2011) — Built iOS, web and backend applications and integrations.

Web Designer — Eurobank (Jan 2009 – Oct 2009) — Improved HTML/CSS, navigation and branding for an internal platform.

Web Designer / Developer — Inaccess Networks (Jan 2008 – Jan 2009) — Built web interfaces for smart-home and solar-monitoring systems.

ADDITIONAL & EARLIER TECHNOLOGIES

Python (working proficiency) · PHP · WordPress · Vue.js/Quasar · React Native · Electron · Swift/UIKit · Android · Unity 3D · KNX · GIS/ArcGIS · C#/WPF · C++/Cocos2D-X · Java · Objective-C · ASP.NET · Joomla · jQuery · Flash · ActionScript

EDUCATION & LINKS

Master's, Computer Systems Networking & Telecommunications — University of Piraeus | BSc, Mathematics & Computer Science — University of Patras

Greek (native) · English (full professional)

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