ALEXANDER SADOVNIKOV

Technical Lead with Product Expertise

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Engineering leader with **12+ years in software development** and **4+ years leading teams** across MedTech, InsurTech, AI, and consumer products. Combines people management, partner integrations, and backend architecture with pragmatic delivery and early product validation.

EXPERIENCE

Yandex

Nov 2024 - Present

Team Lead, Development | Medicine vertical, Yandex Search

- Lead a cross-functional team of **9** (5 backend, 3 frontend, 1 QA), with responsibility for **hiring, team motivation, and performance management**, including addressing underperformance.
- Led partner doctor-data format migrations and appointment-scheduling integrations: coordinated data specifications, aligned architecture, and directed implementation. Scheduling integrations now account for **30% of service revenue**.
- Led engineering changes that reduced doctor-data delivery from **24 hours to tens of minutes** through asynchronous processing and chunked database updates.
- Refined feature scope with product stakeholders and connected engineering priorities to business goals, encouraging engineers to propose product improvements.
- Established weekly sprints, quarterly planning, and delivery processes across Backend, Frontend, and Analytics teams.
- Launched an agentic search experiment and established evaluation processes to assess AI agent quality.

Broader product result: revenue doubled within 6 months. Engineering contribution included partner integrations and monetization infrastructure.

Letterly

Jun 2024 - May 2026

Tech Lead (part-time) | AI-powered voice notes application

- Designed the backend architecture to support user growth while keeping infrastructure simple.
- Established development, testing, and release processes from the ground up; delivered features across Web, iOS, Android, and macOS, including authentication and Zapier and Notion integrations.
- Used rapid prototyping and low-cost experiments to test product ideas.
- Contributed to the migration of production infrastructure to Google Cloud.

Product milestone: the application reached **$1M annualized revenue in June 2025**.

EXPERIENCE / CONTINUED

BestDoctor

May 2023 - Nov 2024

Team Lead, Development | Mobile voluntary medical insurance

- Led a cross-functional engineering team responsible for corporate health insurance functionality in the mobile application.
- Built an MVP platform for B2C service sales, taking the product from concept to launch.
- Implemented an in-app chatbot and CRM system to reduce customer support workload.
- Led the redesign of **50+ application screens** and the transition to a new design system; coordinated engineering teams with security engineers to resolve critical vulnerabilities.

Zvuk

May 2022 - May 2023

Tech Lead, Integrations | Audio streaming, Sber ecosystem

- Led engineering for partner integrations and maintained reliable operation of **15+ billing integrations** supporting critical business functionality.
- Developed the integration with SberDevices and launched seamless authentication in collaboration with its engineering team.
- Designed a microservice architecture and extracted critical billing logic from the monolith, reducing coupling between partner integrations and the core application.

SELECTED CONSULTING PROJECT

Service for musicians - early demand validation. Advised on using a website builder and manual workflows to test demand at low cost; supported the service in securing its first sales.

EARLIER EXPERIENCE

Backend & Web Developer - SberDevices (Jul 2020 - May 2022); Yandex / Yandex.Health (Oct 2017 - Jul 2020); TeraSMS (Nov 2015 - Oct 2017); Gorod Masterov (Oct 2014 - Nov 2015); Creative Solutions Agency viplab.ru (Jun 2014 - Oct 2014).

TECHNOLOGY & METHODS

Backend: Python, Go, FastAPI, Flask, PostgreSQL, REST APIs, asynchronous processing, microservices, distributed systems, system and API design.

Product & delivery: Rapid prototyping, MVP development, A/B testing, product analytics, SEO, planning, budgeting, stakeholder coordination.

AI: LLM applications, agentic search, evals, AI-assisted engineering.

EDUCATION

Pushkin State Russian Language Institute
Bachelor's Degree in Applied Philology, 2015