

David Marin

Full-Stack Product Engineer & Founder

Bucharest, Romania (UTC+2) · Remote, overlaps US East Coast mornings · david@basetool.ai · +40 731 859 026
[linkedin.com/in/marinmihaidavid](https://www.linkedin.com/in/marinmihaidavid) · github.com/mihaimdm22 · david-marin.dev · sussur.ai

ABOUT

I'm a founder at heart and a full-stack engineer by trade. For eight years I've built products end to end, from the first user conversation to the database schema to the launch post: as an early engineer at YC-backed Waydev, at The Social Cat and Clip, and in four ventures of my own. Among them are Avo, an open-source Rails framework now past 2M downloads, and Sussur, an AI sales coach for Mac that I built and launched alone. I do my best work as a founding or senior product engineer on a small team with a real customer problem, ideally in AI, developer tools or B2B SaaS. Alongside work, I'm studying for an Executive MBA to sharpen the business half of the job.

Core stack: TypeScript · React · Next.js · Node.js · PostgreSQL · GraphQL · Electron · LLM apps

WHAT I BRING

Founder's ownership. I've done every job a young company has: code, design, pricing, sales and the pitch.

Close to customers. I run my own user interviews and pilots, and turn what I hear into weekly releases.

AI-native, with judgment. Agents make me faster. Tests and review decide what ships.

Product sense, backed by data. I let data settle product debates, and I measure everything I ship.

A good teammate. Teaching made me a clear explainer. I write things down and work well async.

Endurance and range. Ironman finisher, and at home in international teams after living in three countries.

EXPERIENCE

Founder at [Sussur](#) · AI sales coach for macOS · Remote Jan 2026 to Sep 2026

A Mac app that listens to live sales calls and whispers the next good question. Audio never leaves the laptop.

- Built it in about three months, AI-first with parallel Claude Code agents: an Electron and React app with on-device transcription, a real-time coaching loop on cloud LLMs, RAG over sales material, and post-call recaps.
- Launched on Apple Silicon with a free tier and a \$29/month Pro plan, plus the website, onboarding flow and docs.
- Found early demand: 8 signed LOIs and 96 founding-cohort members.
- Stepped back in September 2026 when funding didn't come together, and kept the app live.

Stack Electron · React 19 · TypeScript · Vite · Tailwind · shadcn/ui · SQLite · Drizzle · LanceDB · sherpa-onnx · OpenRouter

Founder at [Basetool Labs](#) · My contracting company · Romania 2025 to Present

I've built a handful of small MVPs and presentation websites for local businesses, solo from scoping to launch. A recent favorite: a multilingual, SEO-ready Next.js site for a translation office that used to be invisible on Google.

Product Engineer at [The Social Cat](#) · Influencer marketing and UGC video · London · Remote Apr 2023 to Dec 2025

Led product and engineering with the CTO, three of us in total: talk to users, build, launch, measure, repeat.

- Owned the Next.js frontend from wireframes to production as we grew from about 15K to 150K+ users in under two years.
- In parallel, worked on [Clip \(useclip.com\)](#) from day one and helped grow it: a UGC video platform where brands brief campaigns and vetted creators deliver licensed ads. It now lists 10,000+ creators and 3,000+ brands.
- Built creator discovery on top of an ML pipeline of 1.5M+ Instagram and TikTok profiles (about 10K new each day), with filters, rankings and custom charts that stay fast on slow connections.
- Designed the GraphQL contracts with the backend and integrated TikTok and Meta APIs for verification and campaigns.
- Built the shared TypeScript component library for the site, app and onboarding, so features shipped faster.
- Ran A/B tests and funnels: quarterly retention up about 15%, organic sessions up 32% through programmatic SEO.

Stack TypeScript · React · Next.js · NestJS · GraphQL · PostgreSQL · Tailwind · AWS

Software Engineer at [Oceaneering](#) · OceanSMART, container-shipping ERP · Remote Aug 2022 to May 2023

Worked with port experts to turn how terminals actually run into software.

- Built React and GraphQL screens for port operators, including an auto-fill connector that cut manual entry by 25 to 30%.
- Added live vessel routes and map layers, and modernized a two-year-old frontend without pausing the roadmap.

Stack TypeScript · React · GraphQL · Node.js · MongoDB

Software Engineer at [Waydev](#) · [YC W21](#) · engineering analytics · San Francisco · Remote Oct 2021 to Aug 2022

- Owned core parts of the main app (Laravel, Vue.js), including the cycle time, PR throughput and code review dashboards enterprise customers used daily.
- Moved the platform to Laravel Octane, improving response times and stability under load by about 35%.
- Built the notification service (in-app, email, Slack, Teams, Google Chat) and helped with interviews and onboarding.

Stack Vue.js · Laravel · Redis · MySQL · AWS

JavaScript Trainer at **Software Development Academy** · Part-time · Bucharest Jan 2022 to Apr 2025

Taught HTML, CSS, JavaScript and React to career changers at one of the largest coding academies in CEE, reworked the exercises from student feedback, and mentored newer trainers.

Co-Founder at **Basetool** · Open-source internal tool framework · Romania Jul 2021 to Jan 2022

Co-founded with my brother after Avo: an open-source internal tool framework ([280+ GitHub stars](#)) that gives teams one protected place to view and manage the data they already own. Built the fields model, filtering, views and permissions in TypeScript, React and Next.js, ran a beta with pilot customers, and got a Y Combinator interview for W22.

Co-Founder and Engineer at **Avo** · Open-source Rails admin framework · Remote May 2020 to Aug 2021

Our first company together: a Ruby on Rails framework that turns a few lines of config into a full admin panel. Still actively maintained at [avohq.io](#), with [1.8K+ GitHub stars](#) and a [RubyGems](#) page that lists me as co-author.

- Co-built the UI layer and configuration system: view components, form fields, filters, roles and permissions.
- Ran the open-source side: reviewed contributions, wrote docs and RFCs, supported the community. Went through YC Startup School and Launch.ro, and interviewed with Y Combinator for S21.

Stack Ruby on Rails · Hotwire · Stimulus · Tailwind · PostgreSQL

Earlier Roles Nov 2018 to Aug 2021

- **Amdocs**, Bucharest (2020 to 2021). Java and Spring microservices for Vodafone Romania's Digital Experience platform.
- **National Union of Public Notaries** (2020 to 2021). Rebuilt the public site and a secure internal app for meetings.
- **Deloitte Digital**, Bucharest (2019 to 2020). Shipped Cloud4M on Salesforce, cutting repetitive input by about 30%, and earned two Salesforce certifications in under six months.
- **EcoKnights**, Kuala Lumpur (2018 to 2019). Built a volunteer platform for a sustainability NGO and helped run its events.

SKILLS

Frontend	Vue.js · Redux · Tailwind CSS · Vite · design systems · accessibility · D3.js · maps and geospatial UI
Backend and data	NestJS · REST · WebSockets · MongoDB · Redis · MySQL · SQLite · Laravel · Ruby on Rails · Java
AI engineering	OpenAI, Anthropic, Gemini · OpenRouter · AI SDK · RAG · pgvector · evals · on-device speech-to-text
AI tools	Omnigent as my agent harness over Claude Code and Cursor · open-weight models on my own local setup · actively testing new agents and models
Cloud and quality	AWS · GCP · Vercel · Railway · Docker · GitHub Actions · Playwright · Sentry
Product and growth	GA4 · Mixpanel · funnel analysis · landing pages · pitch decks

SPEAKING AND COMMUNITY

- Pitched Sussur with a live on-device demo at the [Gluon Conference](#) in Bratislava, May 2026. [Watch the pitch](#)
- Gave a talk on Sussur at [Café Cursor Bucharest](#), June 2026.
- Took part in the first [Delta Bootcamp](#) by Launch Romania, a five-day founder program (2026).
- Write about AI-native engineering and building in public on the [Basetool Labs blog](#).

EDUCATION

Executive MBA at **SP Jain London School of Management** Aug 2026 to Present

London · part-time and online, alongside work · expected 2028

BSc Technical Computer Science at **University of Twente** Sep 2016 to Jul 2019

Enschede, Netherlands · final grade 9 of 10 · active in the Inter-Actief study association

[My thesis](#) built a word-prediction tool that helps radiologists write mammography reports in English and Dutch. It won the **Best Paper Award** at the 31st Twente Student Conference on IT (2019), and I later [published the work at IEEE SMC 2020](#) with co-authors Mocanu and Seifert.

LANGUAGES AND LIFE

Languages Romanian (native) · English (fluent, C2) · German (B2, Goethe-Institut DSD) · Dutch (A2)

Outside work Hiking · snowboarding · reading · cooking, mostly Asian food