



Contact

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Phone:
+82-10-2504-7673

Location:
Worldwide Remote,
South Korea, Daejeon

Portfolio:
<https://hardware2015.github.io/>

Education

Woosong University
Bachelor's Degree in AI & Big Data
Expected Graduation: 2028

Skills

- AI-Native Development
- Solo 0 to 1 Building
- B2B SaaS Architecture
- Bootstrap/No-Capital Execution
- End-to-End Product Ownership
- Cross-Platform Mobile Dev
- App Store Release Ops
- App Store Optimization
- Creative & Screenshot Design
- Meta API Integration
- Payment Integration
- Cold Outreach
- Client Acquisition
- Deal & Equity Negotiation
- CAC & Unit Economics
- Product Strategy
- Rapid Prototyping

Nikita Murzin

Product Builder & AI-Driven Developer

A self-taught product builder with ~1 year of commercial experience across three solo ventures — from freelance design services to a B2B SaaS built end-to-end using AI-native development. Skilled at owning a product from idea to paying customers without a team, and eager to bring that speed and ownership to a growing project.

Commercial Experience (~1 year)

Waver — Founder & Solo Builder | 2026–Present

- Built B2B WhatsApp automation SaaS from scratch using AI-driven development — flow builder, CRM, broadcasts, official Meta API, Razorpay
- Negotiated equity split and role division with a cross-border co-founder (India) under signed MoU
- Currently in Meta Business Verification, pre-launch stage
- Language/Platform/Tool: TypeScript, React, Prisma, Meta Business API, Razorpay

ASO Edition — Founder | 2025–Present

- Studio service designing App Store screenshots/ASO creatives for mobile publishers
- Generated \$3k+ revenue, 7 paying clients, 72h delivery SLA, 100% client acquisition via cold outreach
- Language/Platform/Tool: Figma, App Store Connect, Cold Email Outreach

Petimer — Solo Builder | 2025–2026

- Built and shipped iOS app from concept to live App Store release, acquired first paying subscribers
- Identified high B2C CAC without viral loop as core constraint — directly informed pivot to B2B (Waver)
- Language/Platform/Tool: Swift/iOS, App Store Connect, AI-driven development

Currently

Developing SkandX Industries — long-term multi-domain venture umbrella spanning software, design, and consumer products.

Note

Built solo out of necessity, not preference. Looking to bring this end-to-end execution speed into a team environment where I can fully double down on core product growth and technical execution.