

Markus Meresma

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Three years as founder of a venture-backed edtech startup (two products, €2M raised, 10,000+ users), then a First Class CS degree from King's College London to become hands-on technical. Now shipping production LLM systems as the sole engineer at a manufacturing SME.

WORK EXPERIENCE

Product Engineer - Extery

Apr 2025 – Present

Part-time until Oct 2025, full-time since · Remote · Tallinn, Estonia

Urban furniture manufacturer (10 employees, €2.5M annual revenue) selling across the Baltics and Nordics; sole in-house engineer.

- Managed a €100k Odoo implementation across sales, inventory, manufacturing, and accounting, and shipped custom Odoo 18 modules myself, including a product configurator that generates a priced product and bill of materials per customer configuration inside the sales quote flow.
- Built the company's analytics platform: an incremental TypeScript connector syncing 13 Odoo models into Postgres every 2 minutes, feeding Metabase dashboards for revenue, margin, and pipeline reporting.
- Built and deployed an internal LLM agent that lets the non-technical team query live business data (Odoo, Metabase, SharePoint) in plain language over Microsoft Teams: a TypeScript multi-step tool-use loop (Vercel AI SDK) over MCP, with read-only tool allowlists and human-approved writes.
- Automated sales operations: a watcher that reconciles CRM opportunities against Estonia's public procurement register and writes outcomes back to Odoo, and a daily sales digest posted to Teams.
- Rebuilding the public website on Next.js and Payload CMS with Odoo integration (catalogue sync, quote requests created as draft Odoo quotations), migrating 224 pages across 5 languages from the legacy WordPress site.

Software Engineer - Amazon (Internship)

Jul 2025 – Oct 2025

Full-time · On-site · London, UK

- Owned the technical design and production launch of an internal LLM chatbot that resolves device-support requests in Slack for Amazon's Living Room Device Services org, replacing manual database queries that previously took support engineers hours.
- Built it as a serverless AWS pipeline (TypeScript, CDK): API Gateway → Lambda handlers → Amazon Bedrock (Claude) → an MCP server exposing live device-data tools, with a Bedrock Knowledge Base for retrieval. Implemented multi-step tool-use orchestration, Slack HMAC signature verification, and async processing to meet Slack's 3-second response limit.
- Scoped the project from a year of support-channel history (4,500+ messages), identifying device access as the largest category of support requests, and justified serverless over persistent compute on a documented cost and request-volume tradeoff.

Conscript - Estonian Defence Forces

Oct 2023 – Jun 2024

Served in the Reconnaissance Company, one of the most selective units in the Estonian military.

Co-Founder & CEO - Mentornaut

May 2020 – Sep 2023

Full-time · On-site · Tallinn, Estonia

Private tutoring marketplace; pivoted to Stemy, an adaptive learning product backed by a €1.5M seed round.

- Co-founded the company and led it as CEO: raised a €500k pre-seed round and grew the team to 10.
- Owned product. Combined customer interviews with usage metrics to prioritise the roadmap, and built the platform into Estonia's largest tutoring marketplace with €400k annual GMV, 5,000+ students, and 30,000+ sessions delivered at 90%+ tutor retention.

- For the Stemy pivot, led the content operation behind the adaptive learning engine: mapped year-by-year learning outcomes with maths teachers and designed a GPT-3/GPT-4-assisted pipeline to generate and verify practice questions at scale.
- Built and ran a 20-person distributed contractor network of teachers and content creators across Estonia and the UK to build out the question bank.
- Named Estonia's *Top 30 Under 30* in tech (*Delfi Ärileht*).

PROJECTS

LLM Reward Comparison in RL

github.com/markusmeresma/llm-reward-comparison

Undergraduate final project. Compares implicit (LLM-as-evaluator) and explicit (LLM-generated code) reward paradigms for reinforcement learning in Crafter, a 2D survival environment. Built a segment-based evaluation architecture that batches LLM calls to make implicit rewards feasible, with automated prompt optimisation between runs.

Python, Stable Baselines 3, Gymnasium, OpenRouter, Mistral SDK, TensorBoard.

AutoQuote (Vercel × DeepMind hackathon)

github.com/markusmeresma/autoquote

AI agent that scans project-specification PDFs for sales opportunities and drafts Odoo quotations, using a parallel swarm of scanner agents with structured output. Prototype addressing a real sales workflow at Extery.

TypeScript, Vercel AI SDK.

EDUCATION

King's College London

Sep 2024 – Jun 2026

BSc Computer Science

First Class Honours

Edinburgh Napier University

Sep 2019 – Jun 2021

BEng Software Engineering (studies paused to build Mentornaut)

LANGUAGES

English – Fluent (C2)

Estonian – Native