

Șerban Petrescu

SVP of Product Engineering @ Trilogy

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PROFESSIONAL SUMMARY

Builder and engineering leader. I run Product Engineering for WS.Eng, Trilogy's new-products department, and still ship code every week. Player-coach: strategy, hiring and architecture on one side, product management and hands-on code on the other.

My focus is AI-native engineering: the machinery that lets a few strong engineers steering agents outship a large team. I've applied it to edtech, hiring and SaaS products. Before Trilogy: lead engineer at msg systems (SAP Developer Hero) and cloud architect at DevFactory.

KEY ACHIEVEMENTS

- Grew engineering output 10x at the same headcount by rebuilding the team and the machinery around AI.
- Started Nex, the AI software factory WS.Eng runs on, and built about 90% of it. It writes nearly all of our pull requests: around 1,000 a week, one production release a day.
- Architected StudyFilm's vision pipeline for Alpha School, which analyzes millions of study sessions a quarter. Presented the lessons at Compass AI 2026.
- Designed and built TrashCat's learning engine as product manager and backend developer.
- Halved cloud costs and cut outages 5x on InsideSales Playbooks ($20M ARR).

WORK EXPERIENCE

SVP of Product Engineering @ Trilogy (WS.Eng)

Feb 2023 to present

Run Trilogy's new-products department: around 40 people across engineering, product, support and data annotation, about ten products in parallel, and a $15M yearly budget. Full autonomy over structure, hiring and process.

Started with six backend engineers. Merged in frontend, rebuilt engineering to around 30, then took on product. I set strategy with the C-level, hire, review architecture and still ship code, mostly on Nex.

Current portfolio: StudyFilm, TimeBack Platform and Store, TrashCat, 100 for 100, GameCraft, the student information system, EduCRM, Crossover, Quark AI and CPM. Earlier: Athena, TeachTap, TeachTales, Magic Academy, Reading Critters and Incept.

VP of Software Engineering @ Trilogy (Central Engineering)

Aug 2021 to Feb 2023

Led 4 to 14 engineers operating and extending two acquired SaaS products: InsideSales Playbooks ($20M ARR sales engagement) and ResponseTek. Ran the modernization: moved telephony from self-hosted to Twilio, cleared the defect backlog and kept shipping features.

Additional Roles

Software Engineering Consultant @ msg-systems (Part-time, 1-2 hours/week) *Jun 2020 to present*

Cloud Solutions Architect @ DevFactory *Jun 2020 to Jul 2021*

Teaching Assistant @ T.U. Cluj-Napoca *Feb 2019 to Jun 2019*

Co-Founder @ KickIT *Sep 2018 to Jun 2020*

Lead Software Engineer @ msg-systems *Apr 2014 to Jun 2020*

SKILLS

Leadership: Hiring, budgets, architecture review, C-level strategy, product management

AI engineering: Agent harnesses, LLM evaluation, vision models, Bedrock AgentCore

Stack: TypeScript, NodeJS, React, Java, Spring Boot, AWS serverless, CDK, PostgreSQL

CERTIFICATIONS

AWS Solutions Architect Professional *2021*

AWS Solutions Architect Associate *2020*

Cambridge Advanced English (C1) *2011*

EDUCATION

MSc Software Engineering (coursework only), Babes-Bolyai University *2017 to 2019*

BSc Computer Science, Technical University of Cluj-Napoca *2012 to 2016*