

# Michał Piecuch

AI Engineering Intern | Python, PyTorch and LLM application work

## Contact

**Location:** Warsaw, Poland

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## Education

### B.A. Computer Science

Polish-Japanese Academy of Information Technology (PJAiT) (part-time, 2024–2026, in progress)

### M.A. Mechanical Engineering

Warsaw University of Technology (2005–2010)

Erasmus Exchange  
University of Natural Resources and Life Sciences, Vienna (2009–2010)

## Languages

English (C2+)  
Polish (native)  
Spanish (B1)  
German (B1)  
Russian (A1)

## Professional Summary

3rd year Computer Science student completing a fast-track engineering degree (2024–2026) at the Polish-Japanese Academy of Information Technology, moving into AI engineering after a career selling software development. I train and evaluate models in PyTorch and fast.ai, then wrap them behind a Flask or Gradio interface so what I build can be tried, not described.

Thirteen years in B2B technology sales, most recently selling Python engineering work to CTOs, CIOs, Chief Data Officers and Heads of AI, means I spent years hearing where data breaks. I use agentic AI daily and want to build systems, not sell them.

## Professional Experience

- **Senior New Business Manager, Security Operations Centre** — Tenesys  
(cloud & DevOps house, AWS/Azure/GCP partner; London, Mar 2025 – present)
  - Launched a SOC service (real-time security monitoring) on Polish and international markets, owning the full sales cycle from first contact to onboarding
- **Senior New Business Manager, UK & Ireland** — STX Next  
(software development services; Warsaw and Belfast, Jul 2023 – Apr 2025)
  - Sold end-to-end Python projects to CTOs, CIOs, Chief Data Officers and Heads of AI
  - Qualified outbound pipeline in HubSpot and Sales Navigator; 170% discovery-call attainment in FY24
- **Director, Engineering & Business Development** — Neat Group  
(outsourcing; London, Jan 2018 – present)
  - First sales hire: built the function from scratch to ca. £250k annual value; FY22 £250k at 139% of quota, then trained outsourced reps

## Technical Skills

- **Python:** pandas, NumPy, scikit-learn, matplotlib, PyTorch
- **Deep learning:** CNNs, NLP, regularization, model evaluation
- **LLM & agentic AI:** prompt engineering, RAG, agents, Hugging Face
- **Apps & tools:** Flask, Django, Gradio, REST APIs; Git, Linux, Docker
- **AI tooling:** Claude Code, Cursor, Windsurf, OpenCode

## Selected Coursework

- **Coursework:** NVIDIA Deep Learning (2024), fast.ai (2024), PJAiT Fundamentals of ML (2026), PJAiT ML Operations (2026), DeepLearning.ai Agentic AI (2025)