Nikita Terekhin

Tech lead / head of IT · full-stack · AI-native

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I run the whole digital side of two retail chains, 5LB and Medusa, on my own: apps, backends, CRM, 1C, websites, video analytics and servers. I work as an AI-native engineer: I design, set the tasks and own production, while a team of AI agents writes the code to my process, with tests, review and CI. One person, the output of a whole department.

65,000+ customers in two loyalty databases	**50+** stores running on my systems	**20+** systems in production	**×4** website reservations after AI-run SEO

Experience

5LB (sports nutrition chain) and Medusa (store chain + franchise) · technical lead, all of IT · 07.2024 — present

- **Apps and loyalty.** 5LB app on Expo for iOS, Android and web with over-the-air updates. Rust backend (axum, sqlx, Postgres): bonuses, prize wheel, referrals, partner program, login codes with a Telegram → SMS cascade. Medusa app: native SwiftUI iOS app with a widget and Siri, Android on Expo, Telegram Mini App and PWA, 54,000 users.
- **CRM and marketing.** 5LB CRM (Express, Prisma, React): RFM audiences, campaigns and automated flows, bonus expiry, a knowledge base, 820 tests. Medusa CRM with control groups and a win-back ladder. Campaigns of up to 52,000 recipients per send.
- **1C and point of sale.** 1C ERP (UT 11) extensions: personal discounts from the CRM applied right at the till, sync with the Bitrix websites (catalog from the CRM, live stock, reservations), 9 data marts for Power BI, daily purchasing and expiry-date reports.
- **AI in the business.** MCP agents in both CRMs: they act with an employee's permissions, a human approves risky actions. RootDesk shared support inbox (Rust, Next.js, 410 tests) with AI replies. An SEO agent replaced a paid agency: in the first month visits +18%, website reservations 21 → 87.
- **Video analytics.** In-store cameras count visitors and staff approaches (YOLO11, TensorRT): frame time 78 → 43 ms on a single GPU.
- **Analytics.** Found in the data why the chain's receipt count dropped; after the fix, +300 receipts a day.
- **Infrastructure.** 20 repositories on a PR → CI → deploy flow with auto-rollback. Backups with restore checks, vulnerability fixes, access control.

My products

- **Bandito** — a team of AI agents on the user's Mac and server: Rust daemon, native apps for Mac and iPhone, 9 languages. 20 releases in the first week. bandito.dev
- **Omut** — a messenger with Telegram, WhatsApp and its own chat in one app (Swift, TDLib, Rust), about 400 tests. omut.chat
- **claude-agent-team** — my open-source way of working with agents: a senior model designs, smaller ones write, a reviewer checks, hooks block anything red.
- **sysrootix.watch** (home cinema: React 19, Rust), **CheckUsage** and **FreeBright** (macOS utilities, Swift).

Stack

Languages: TypeScript, Rust, Swift, Python, PHP, 1C

Backend: axum, sqlx, Express, Fastify, Prisma, FastAPI

Frontend and mobile: React, Next.js, Vite, Expo / React Native, SwiftUI, Telegram Mini Apps

Data: PostgreSQL, Redis, Power BI

Infrastructure: Docker, GitHub Actions, nginx, Caddy, Cloudflare, Linux

AI: Claude API, MCP, agents, YOLO, TensorRT

How I work

- I own the full cycle: from talking to the business to production and support.
- Money, bonuses and 1C are designed before the code: transactions, ordering, rollback.
- Tests first, then code. Nothing reaches production without CI and review.
- I measure results in business numbers (receipts, reservations, speed), not closed tickets.