



IVAYLO GEORGIEV

Founder | CTO | R&D Director

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Date of Birth: 01 October 1984 | Nationality: Bulgarian | Driving License: Category B

WORK EXPERIENCE

Founder, CTO | POZITIVO, lsource.net

May 2026 – Present

Creating and maintaining of AI assisted online law platform.

lsource.net is an AI-powered legal assistant tailored specifically to Bulgarian and European Union law. Built with modern AI-assisted development tools - including Claude Code and Google Antigravity - the platform leverages a robust Python and Django backend. It offers seamless multi-platform access via a responsive web portal alongside native clients for Windows, macOS, Linux, iOS, and Android. This is a personal project of mine and it served to try and learn the power and speed of AI driven development.

R&D Director | Netinfo

July 2025 – Present

Management of people and processes. Integration and implementation of new software and services. Research of AI technologies.

Experience:

- Integration of AI tools and automation in the full portfolio.
- AI driven development of software for the company CMS.
- Planning and optimization of the software and hardware architecture.

Netinfo is the largest digital media group in Bulgaria. As R&D Director, my role was to research and introduce emerging technologies across our software stack, development workflows, and CMS platforms. I supported key cross-functional projects, championed developer productivity by integrating AI-assisted coding tools, and directly led the integration of AI tools into our video platform.

CTO | Grabo.bg

July 2022 – July 2024

Management of people and processes. Integration and implementation of new software and services. Development and support of the main company project grabo.bg - admin panel, operations panels, client front end.

Experience:

- Managing and distributing work tasks between developers.
- Integration of SaaS services and embedded software for payments and bank gateways.
- Planning and optimization of the software and hardware architecture.

My role was to build and structure a brand-new team to take over the development and support of grabo.bg's existing software stack and infrastructure. I actively participated in hiring new developers for the team. We smoothly transitioned support of the platform, implemented long-needed changes, and maintained the customer portals, administrative panels and various mobile apps for the Plovdiv team. Additionally, I oversaw and assisted with replacing a large portion of the obsolete hardware infrastructure powering the systems.

CTO | VBox JSCo.

January 2015 – December 2025

Management of people and processes. Integration and implementation of new software and services. Development and support of the main company project VBOX7.COM - admin panel and client front end.

Experience:

- Managing and distributing work tasks between developers.
- Integration of FFmpeg for live video and VOD.
- Integration of SaaS services for Machine learning and Video and Audio fingerprinting.
- AI integration in development and into the software stack.
- TV OTT software integration and development.
- Planning and optimization of the software and hardware architecture.

I joined the company as a software developer and worked my way up through the ranks to CTO. At its peak, the platform managed over 12 million video clips and handled up to 10,000 uploads per day. With vast amounts of data and metrics distributed across massive databases, my initial focus was to thoroughly understand the architecture and optimize performance under strict hardware constraints. After stepping into the CTO role, my responsibilities expanded to mentoring and overseeing engineering talent, driving technology adoption, and modernizing the stack. Following the sunset of the public-facing vbox7.com platform, I led the strategic pivot to design and build vbox8.com - a B2B video streaming platform serving OTT video streams for NOVA TV and other major broadcast clients.

PHP Developer | Netinfo

June 2010 – January 2015

- Development and support of the company projects - primary GBG.BG (admin panel and client frontend), VGAMES.BG, and VMUSIC.BG.

PHP Developer | Mobiletech Ltd

February 2010 – June 2010

- Developing online internet social network www.noizzer.com.
- Software design and support of client interface and administration panel.

PHP and Javascript Developer, Software Programmer | Rema Puls Ltd

June 2007 – June 2009

- Developing online internet monitoring network www.websitepulse.com and supporting applications.
- Software design and support of browser and OS extensions.

PHP Freelancer Developer, Software Programmer

July 2004 – June 2007

- Developing online and offline software applications.
- Software design and support of websites and applications.

EDUCATION AND TRAINING

Plovdiv University "Paisi Hilendarski", Faculty of Mathematics and Informatics

Computer Science - September 2003 – 2007 (Coursework completed)

High School of Mathematics and Science, Haskovo

September 1998 – July 2003 | Mathematics and Informatics, German and English languages | Diploma for successfully completed secondary school

SKILLS

- **Programming languages:** PHP, Python, JavaScript, Delphi, Pascal, C#, C++
- **AI tools:** Claude Code, Antigravity, ChatGPT, Gemini
- **Databases:** PostgreSQL, MySQL, MariaDB
- **Infrastructure & Tools:** Docker, Elasticsearch, Redis, Qdrant

LANGUAGES

- **Bulgarian:** Native (Mother Tongue)
- **English:** Excellent reading, very good writing, very good verbal skills
- **German:** Good reading, writing, and verbal skills

ADDITIONAL INFORMATION

- **Certificates & Awards:** IT Olympics 2003, prize-winner
- **Interests:** Painting, design, and photography