



Francis Balint

Innovation Lead @ ZeroBounce [xDBA, MBA & BSc]

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SUMMARY

Emails landing in spam? Deliverability issues killing your conversions? I help fix email infrastructure so every message reaches the inbox.

As Innovation Lead at ZeroBounce, I work at the intersection of technical architecture and email deliverability, solving the complex problems that prevent emails from performing.

With 15+ years in software development and a doctorate in progress on dev culture, I bring deep technical expertise to email infrastructure challenges: deliverability issues, CRM integration problems and scaling email systems.

- Email deliverability and inbox placement
- Technical email infrastructure architecture
- CRM integration and optimization
- Development team leadership and culture
- AI integration strategy (practical, not hype)

EXPERIENCE

ZeroBounce

Innovation Lead

Jan 2025 – Present

Leading innovation with AI and Python at ZeroBounce, the industry-leading email validation platform, to ensure clean lists, higher inbox rates and stronger engagement.

- Driving implementations of top industry solutions such as HubSpot, Impact and PartnerStack.

Python Engineering Lead | AI

Oct 2021 – Jan 2025

Worked closely with the development team to keep all systems efficient and reliable, owning system design and architecture for robust, scalable features built on the latest technologies, including AI.

- Led the team on architecture decisions, technical designs and best practices.
- Oversaw the implementation of new features, integrating cutting-edge technologies to improve system performance.

The Dev Doctor

Researcher

Jun 2026 – Present

Fibonacci Impact

Chief Technology Officer

Jan 2010 – Present

Started as a freelancer building and customizing software, then formalized the practice, first as an SRL in Romania and later as a SHAMS Free Zone LLC in the UAE.

- Partnered with startups, scale-ups and established businesses on hands-on engineering and technology leadership.
- Evolved from building software to driving product strategy, architecting scalable systems and guiding teams toward sustainable growth.

M247

Software Development Manager

Feb 2020 – Jun 2021

Bucharest, Romania

Led a small software development department designing software, web applications and web services; hired, trained and reported progress to senior management.

- Built the processes and engineering culture for software development.
- Worked with department heads to define software requirements and align applications with business objectives.
- Trained technical and non-technical end users, and tested, debugged and tuned applications.

Full Stack Engineer

Feb 2019 – Feb 2020

Bucharest, Romania

- Python (Django), SNMP and Modbus for industrial equipment.
- Semantic UI, React, Redux.
- Sentry, Jenkins, Rancher; project management in JIRA.

SMAP Energy

Full Stack Developer

Sep 2017 – Feb 2018

London, United Kingdom

Designed and implemented new data visualization tools, built features to client specifications and improved platform scalability in the energy industry.

Mondly

Applied Machine Learning Engineer

Mar 2017 – Jun 2017

Braşov, Romania

Built a smart analytics and data visualization application with basic machine learning for a language learning platform with 5M+ users (bachelor thesis project). Python, Django, DRF, MongoEngine, Bootstrap, scikit-learn.

Siemens

Machine Learning Engineer (Intern)

Oct 2016 – Jan 2017

Braşov, Romania

Worked with industry-standard ML tools including Weka for data mining, and built a Java signal generator for the Esper complex event processing library to filter noise from data.

VeryCreative

Web Developer

Bacău, Romania

Jan 2014 – Jun 2014

Built responsive, fast WordPress websites from PSD designs and interactive sites with HTML, Bootstrap and jQuery, working closely with the design team.

EDUCATION

Doctor of Business Administration (DBA)

Woolf · AI-Driven Business Strategy and Innovation

2025 – 2028

Master of Business Administration (MBA)

University of Bucharest · Business Administration, interdisciplinary with Sociology

2018 – 2020

Bachelor of Science (BSc)

Transylvania University of Braşov · Applied Computer Science

2014 – 2017

SKILLS

- Email Deliverability
- Infrastructure
- Python
- AI
- Software Architecture
- Flutter

LANGUAGES

- English · Full professional
- Romanian · Native
- Hungarian · Elementary
- Turkish · Elementary

CERTIFICATIONS

- Software Architecture: From Developer to Architect
- Technical Entrepreneurship
- Python for Everybody
- Electric Industry Operations and Markets (Coursera)
- CCNA Discovery: Networking for Home and Small Businesses