LESZEK MIELNIKOW

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PROFESSIONAL EXPERIENCE

Claira.io (NLP SaaS startup), New York, NY   Nov 2021 – Present
Product Manager (AI / NLP)
Document Analysis NLP SaaS startup. Joined as the first Product Manager (team member #1x), managing 9 devs and 1 designer:
- Shipped 4 custom modules, resulting in 4 sales with Fortune 500 enterprise clients and increasing revenue 4x;
- Shipped end-to-end Data Annotation platform and 8 of its additional modules for the team of 20+ Annotators and Annotation Leads, increased annotation speed ~3x along with ~2x review speed of the annotated documents;
- Shipped API-only product, increasing overall revenue 2.5x;
- Manually performed 40+ QA and User Acceptance sessions;
- Participated in fundraising and sales activities by successfully leveraging professional network.

Appalique (D2C Apparel online store), Remote   Jan 2021 – Dec 2021
Founder and CEO
- Reached $xxxx / month bootstrapped income, lowered the CPA 2x, raised profit margin 2x using A/B testing;
- Developed customer support chatbot in Python, automating answering of up to 70% of questions received;
- Exited (sold).

SB-Pravo, CIS   Sep 2019 – Nov 2021
Product Manager (AI/NLP)
LegalTech automated document analysis product management and launch (15+ devs and 1 designer):
- Developed and presented project financial model (Unit Economics and DCF) directly for stakeholders;
- Developed 3 monetization models via different customer channels testing, reduced sale cycle by 30%;
- Prepared UI for structured services catalog consisted of 250+ legal services, improved time-to-purchase 3x;
- Increased overall annotation speed from 5-7 documents per hour to 20-25 documents per hour by organizing cross-department interaction and made possible to track the progress in real time;
- Improved annotation errors analysis process from 2-3 days per 100 documents to 1-2 hours per 1000+ documents by creating 30+ criteria-based metrics for annotation quality valuation.

Deloitte, CIS   Feb 2018 – Sep 2019
Management Consultant (Business Technology)
LegalTech project. Development and implementation of contractual work automation for natural resources company:
- Developed criteria-based contracts valuation model, sped up contracts digitalization time from ~40 months to 18 months;
- Developed Python script based on Levenshtein's distance, reduced contract analysis time from 3+ days to ~2-3 hours;
- Developed RPA process automation methodology and script, using ARIS and UiPath, speeding up search time 3x.

FinTech project. Data migration of financial instruments transactions automation for international family office:
- Developed Python script for financial data parsing, automated weekly repeating task, speeding it up 10x;
- Developed complex PL/SQL query for multiple tables' data restructuring and importing;
- Manually reconciled 1000+ positions of Securities, Derivatives, Private Equity and cash transactions.

TaxTech project. Preparation of automated controlled transactions tax notifications for multiple clients:
- Directly assisted the Senior Manager, Led the team that prepared and submitted 23 tax notifications.

EDUCATION

King's College London, London, United Kingdom (currently remotely)   Sep 2021 – Present
Master of Science in Finance (Part-Time);
Bauman Moscow State Technical University (BMSTU), Moscow, Russian Federation   Nov 2018 – Dec 2019
Non-degree CS course (Algorithms & Data Structures, Databases, Discrete Math, Probability & Statistics, System Architecture)
Moscow Finance and Law University (MFUA), Moscow, Russian Federation   Sep 2010 – June 2014
Bachelor of Law, Civil Law.

PROGRAMMING PROJECTS

Lawrie AI: iPhone app that lets you chat with PDFs offline, without sharing your data.   2023
Similarity-Search-Kit library (contributor): Implemented RecursiveCharacterSplitter to the semantic search library.   2023
Acronymus: Chrome Extension that explains financial abbreviations and financial terminology in any web page.   2022
Holaf: Plumber geo search app that allowed users to urgently find a plumber or electrician in less than an hour.   2019-2020
Composed a Symphony: Composed a 13-instrument symphony while studying music theory.   2013