Andrew Russell

Ex-Google

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Summary

I build and deliver technology for underserved customers in emerging markets, working across engineering, data, operations, and field teams. Trained as a cryptographer and software engineer, I design systems for adversarial conditions and parse data with a clear view of what models can (and cannot) tell us in practice.

I have extensive field experience with customers and field staff, shaping practical, customer-informed strategies in emerging markets.

Work Experience

Apollo Agriculture   *Amsterdam, NL / Nairobi, KE / Lusaka, ZM*

Senior Product Manager   *May 2024 - Dec 2025*

- Joined the product team to get closer to the strategic and operational core of the business. Reported to Chief Product Officer; partnered directly with C-suite to tackle company-defining commercial and operational challenges across markets.
- Authored two company-wide retrospectives following major customer contraction, combining market research, customer/staff feedback, and internal operational analysis; findings drove pivots in business model and multi-year growth strategy.
- Appointed by C-suite to lead Zambia's $10M revenue business unit in the middle of a challenging repayment season, with remit to stabilize credit portfolio and drive multi-year growth.
- Accountable for commercial performance, strategy execution, product development, and operational delivery across sales, credit, product, engineering, marketing, and procurement.
- Piloted a wholesaling initiative to reduce risk from multi-million-dollar fertilizer holdings.

Apollo Agriculture   *Amsterdam, NL / Nairobi, KE*

Software Engineer → Tech Lead → Head of Data   *Apr 2021 - Mar 2024*

- Built and scaled Apollo's core data infrastructure. Led migration of legacy analytics to modern stack, improving query speeds by 97% and cutting costs by 60%.
- Led cross-functional strategic analytics and reporting to manage our sales & operations, enabling multi-country operations and supporting record 200% annual growth.
- Promoted to Tech Lead and then Head of Data to oversee a remote/hybrid team of 8 engineers and analysts across Europe and Africa.

Google, Microsoft, UT Austin, Stanford University, University of Bristol, Clef

Early Career – Software Engineering & Cryptography Research   *2013-2021*

- Shipped production software at Google and Microsoft impacting billions of users.
- Published peer-reviewed cryptography research.
- Built secure authentication systems at startup Clef (first employee), later acquired by Twilio.

Education

The University of Texas at Austin   *Austin, TX*

Ph.D. in Computer Science (incomplete), M.S. in Computer Science (complete)   *2017 - 2019*

Pomona College   *Claremont, CA*

B.A. in Mathematics and Computer Science   *2012-2016*

Fun Stuff

Ultramarathoner, Division I club athlete, and 2x Dutch national champion in ultimate frisbee. Eagle Scout, thru-hiker & backpacker across 25+ countries. Violinist for 15+ years; former member of the Phoenix Youth Symphony. Founded a world-champion e-sports team in high school. Adventure motorcyclist.