Kirill Markin

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London, UK

SUMMARY

12+ year data engineering leader with startup/SaaS expertise. Elevated company from 15th to Top 3 globally, built infrastructure processing 3+ billion daily rows with 5x performance gains. Created 10,000+ AI scrapers daily, 1.6x website conversion generating $1M+ pipeline. Expertise in LLMs, ETL/ELT, ClickHouse, Kafka, and AI automation across HR tech and data extraction platforms.

EXPERIENCE

Director of R&D   **Oct 2024 - Present**
Improvado — full-time, hybrid   San Francisco, US

◦ Led qualified leads initiatives, 1.6x website conversion rates and generating $1M+ in sales pipeline.

◦ Launched AI dashboard generation, enabling instant dashboard creation via chat without coding.

◦ Pioneered LLM integration platform, accelerated the addition of new data sources by 7 times.

Head of R&D Lab, Data Engineer   **Jun 2023 - Sep 2024**
SOAX — data extraction platform   London, UK

◦ Launched the AI scraper to create 10,000+ scrapers in a day via LLM with no programmers.

◦ Implemented an LLM-based tech support system, automatically resolving 80% of tickets.

◦ Create a platform for LLM-based lead generation and create 7,000+ new communications weekly.

Lead Data Engineer   **Oct 2021 - May 2023**
SOAX — data extraction platform   London, UK

◦ Boosted proxy speed, elevating the company from 15th to the Top 3 proxy providers globally.

◦ Accelerated all company queries 5x using ClickHouse optimization.

◦ Built Kafka infrastructure processing 3+ billion daily rows.

◦ Found and hired 11 data engineers, data scientists and analysts.

Data Engineer, Founder   **Jan 2017 - Oct 2021**
Ozma Inc. — open source database platform   San Francisco, US

◦ Created an open source database platform with an automatically generating interface from scratch.

◦ Implemented 10+ database platform solutions for CRM, ERP and OLAP in 4 different industries.

Data Engineer   **Jan 2012 - Oct 2021**
Samo Danni Eood — Data Engineer consulting   Remote

◦ Developed an ETL/ELT for recruiting tool to hire top engineers, processing 1.5 million candidate CVs.

◦ Created a candidates ranking model for a blue-collar hiring tool, processing 200,000+ CVs per month.

EDUCATION

6 courses - Specialization "Machine learning and data analysis"   **2019 - 2020**
Coursera Course Certificates   Remote

Bauman Moscow State Technical University   **2010 - 2014**
Bachelor's degree, Computer Software Engineering   Moscow, Russia

PUBLICATIONS

Generative AI for 80% Customer Support Automation   **May 2025**
Book published by Packt Publishing, ISBN: 9781806112791   O'Reilly

NOAH Conference 2023, Zurich   **Dec 14, 2023**
Conference Talk: AI web scraping - Data Collection reimagined   Zurich