

# Kirill Markin

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London, UK

## SUMMARY

12+ year data engineering leader with B2B/B2C startup 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

### CTO

Aspect Health Inc. — women's metabolic health startup, a16z & Sequoia backed Sep 2025 - Present  
New York, US  
◦ Launched Shopping Assistant across iOS, Android, Web in 3 weeks, enabling AI meal plan purchases.  
◦ Unified service logs and team activity (GitHub, Slack, Jira) into Data Lake with dashboards and alerting.  
◦ Opened Barcelona office, hired on-site engineering team.

### Director of R&D

Improvado — enterprise marketing data platform Sep 2024 - Sep 2025  
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 AI, Data Engineer

SOAX — data aggregation platform Jun 2023 - Sep 2024  
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

SOAX — data aggregation platform Oct 2021 - Jun 2023  
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

Ozma Inc. — open source database platform Jan 2017 - Oct 2021  
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.

## EDUCATION

### 6 courses - Specialization "Machine learning and data analysis"

Coursera Course Certificates 2019 - 2020

Remote

### Bauman Moscow State Technical University

Bachelor's degree, Computer Software Engineering

2010 - 2014

Moscow, Russia

## PUBLICATIONS

### Generative AI for 80% Customer Support Automation

Book published by Packt Publishing, ISBN: 9781806112791

May 2025

O'Reilly

### NOAH Conference 2023, Zurich

Conference Talk: AI web scraping - Data Collection reimaged

Dec 14, 2023

Zurich