Kirill Markin

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London, UK

SUMMARY

12+ year technology executive scaling startups/SaaS. Founder/CTO experience, elevated company from 15th to Top 3 globally, hired 50+ engineers across organizations. Delivered 10+ enterprise solutions with 10+ weekly deployments, managed $2M+ technology budgets. Led AI innovation labs 1.6x website conversion + achieving 80% customer support automation via AI.

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   Jun 2023 - Sep 2024
SOAX — data extraction platform   London, UK
◦ Led AI innovation lab, delivering 10,000+ AI generated scrapers daily.
◦ Automated customer service, achieving 80% ticket resolution.
◦ Scaled lead generation to 7,000+ weekly prospects.

Lead Data Engineer & Technology Lead   Oct 2021 - May 2023
SOAX — data extraction platform   London, UK
◦ Transformed company from 15th to Top 3 global proxy provider.
◦ Built infrastructure handling 3+ billion daily rows, achieving 5x query performance.
◦ Hired and led team of 11 engineers, data scientists, and analysts.

Founder & CTO   Jan 2017 - Oct 2021
Ozma Inc. — open source database platform   San Francisco, US
◦ Founded technology startup, executing full-stack database platform from ideation to market.
◦ Directed product strategy for open-source platform with auto-generating interfaces.
◦ Delivered 10+ enterprise solutions across CRM, ERP, and OLAP in 4 industries.

Fractional CTO   Jan 2012 - Oct 2021
Samo Danni Eood — Fractional CTO Services   Remote
◦ Led fractional CTO services across HR-tech, transportation, logistics, and production companies.
◦ Built candidate evaluation systems processing 1.5M+ profiles for Fortune 500.
◦ Developed ML ranking algorithms managing 200K+ monthly candidate assessments.

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