Kirill Markin

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London, UK

SUMMARY

12+ year technology executive scaling B2B/B2C startups. 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

CTO   **Sep 2025 - Present**
Aspect Health Inc. — women's metabolic health startup, a16z & Sequoia backed   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   **Sep 2024 - Sep 2025**
Improvado — enterprise marketing data platform   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   **Jun 2023 - Sep 2024**
SOAX — data aggregation 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 - Jun 2023**
SOAX — data aggregation 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.

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