Kirill Markin

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Amsterdam, Netherlands

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