

Kirill Markin

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Amsterdam, Netherlands

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 Improvado — full-time, hybrid	Oct 2024 - Present 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 SOAX — data extraction platform	Jun 2023 - Sep 2024 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 SOAX — data extraction platform	Oct 2021 - May 2023 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 Ozma Inc. — open source database platform	Jan 2017 - Oct 2021 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 Samo Danni Eood — Fractional CTO Services	Jan 2012 - Oct 2021 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" 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