

# 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 4 globally, hired 50+ engineers across organizations. Delivered 10+ enterprise solutions with 10+ weekly deployments, managed \$2M+ technology budgets. Led AI innovation labs doubling 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, doubling 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 4 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