Kirill Markin

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Amsterdam, Netherlands

SUMMARY

Over 12 years of experience in data engineering and leadership roles, with a strong background in founding startups, B2B, and SaaS: LLMs, HR tech, business automation and data extraction software. Accelerated query performance by 5x on the system with over 3 billion rows of data daily and boosted proxy speed for data collection company from 15th to the Top 4 globally.

EXPERIENCE

Director of R&D   Oct 2024 - Present
Improvado — full-time, hybrid   San Francisco, US

◦ Leading R&D initiatives for data engineering and analytics solutions.

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 4 proxy providers globally.

◦ Accelerated all company queries 5x times in column data storage ClickHouse and Kafka with over 3 billion new 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