

# Polina Kyrylova

## Product Manager

San Francisco, CA | (408) 898-8120 | polina@kirillova.im

LinkedIn: [linkedin.com/in/polinakyrylova](https://www.linkedin.com/in/polinakyrylova)

### EXECUTIVE SUMMARY

---

Product Manager with 8+ years defining, designing, and delivering scalable SaaS and fintech products. Expert in **product thought leadership**, **end-to-end lifecycle management**, and **customer-obsessed solutions**. Data-driven leader who partners with engineering, design, compliance, and operations to deliver scalable products that boost accuracy, transparency, and revenue.

### Core Competences

- **AI-Powered Search & Discovery:** Next-gen search experiences, relevance tuning, enterprise search UX
- **Agent Platform & Tooling:** Model orchestration, function-calling, API design, sandboxed tool access
- **0→1 Product Strategy:** Vision framing, exploratory prototyping, **MVP definition** & user-driven iteration
- **AI/LLM Fundamentals:** RAG, RLHF, prompt engineering, chain-of-thought frameworks
- **Developer & Enterprise Empathy:** SDK/CLI design, extensibility, security & compliance
- **Data-Driven Roadmapping:** Analytics (SQL, Mixpanel, Amplitude), **success metrics**, OKRs, experimentation
- **Cross-Functional Leadership:** Agile/Scrum, stakeholder alignment, GTM coordination, **stakeholder liaison**

### WORK EXPERIENCE

---

#### **Founder and Product Lead | Eat Sip Repeat | San Francisco, CA | 02/2025 - Present**

*Mobile native app with AI-driven menu generation.*

- Conceptualized and prototyped an AI-powered menu-planning “agent” that orchestrates recipe-selection models, dietary-constraint guardrails, and human feedback loops in SwiftUI + Firebase.
- Conducted 25+ developer-style interviews to validate function-calling prompts, error-handling flows, and deployment surfaces ahead of private beta.
- Built a Python scraper + GPT-based tagging pipeline to ingest 200+ recipes into Airtable, defining clear data schemas and monitoring pipelines for reliability

#### **Product Manager, Automation | PARiM | Tallinn, Estonia | 12/2021 - 08/2024**

*PARiM is a workforce management SaaS company serving mid-size and enterprise clients across staffing, healthcare, and security sectors.*

- Defined and executed a growth roadmap for scheduling and payroll automation, driving feature adoption +20% through targeted activation campaigns and in-product messaging.

- Launched a series of A/B tests on onboarding flows; improved trial-to-paid conversion by 18% and reduced time-to-first-value by 30%.
- Collaborated with design, engineering, data science, and marketing to prioritize experiments that increased DAU by 15% and lifted retention by 12%.
- Established Mixpanel instrumentation and dashboards to track activation funnels, informing quarterly OKRs and accelerating decision-making with real-time metrics.
- Organized sprint reviews and executive demos, translating complex data insights into clear recommendations that secured additional headcount for growth initiatives.

**Product Manager, Marketplace | Paxful | Tallinn, Estonia | 03/2021 - 12/2021**

*Paxful is a global peer-to-peer cryptocurrency marketplace that enables users to trade Bitcoin and other digital currencies*

- Spearheaded redesign of the user onboarding experience, implementing a guided KYC workflow that boosted verified user activation +20% and reduced drop-off by 25%.
- Designed and shipped fraud-prevention and dispute resolution features; decreased fraud claims by 15% and accelerated resolution time by 40%, improving trust and user retention.
- Defined hypotheses and ran iterative experiments in Amplitude to optimize first-trade completion rate, delivering a 14% lift in trade activation.
- Partnered with legal, compliance, and engineering to ensure scalable product enhancements that balanced speed, quality, and regulatory requirements.

**Project Manager, Conversational AI | Master of Code | Kyiv, Ukraine | 12/2019 - 03/2021**

*Master of Code is a digital agency specializing in chatbot development and conversational AI solutions for Fortune 500 clients and startups*

- Led growth experiments for an NLP chatbot platform serving telco, finance, and retail clients, achieving >95% intent accuracy and driving a 60% self-service increase.
- Built data-labeling pipelines that reduced model refresh cycles by 50%, enabling rapid iteration on personalization experiments.
- Coordinated cross-functional rollout of MVP features to enterprise customers, collecting qualitative feedback that resulted in NPS improvements.

**Earlier Roles (Project Manager, Delivery Manager) | Kyiv, Ukraine | 2010 - 2019**

Various roles in Project Management, Delivery, and Program Management (Prozorro.Sale, Playtech, Levi9) delivering large-scale B2B and consumer platforms, managing teams of 10–30, and fostering stakeholder relationships that accelerated product launches.

- Led end-to-end delivery of Ukraine's first open e-auction platform for state-owned assets; coordinated 12 vendor teams, secured regulatory approvals, and launched on schedule, enabling \$400 M+ in auction revenue in year 1.
- Built an integrated Gantt-based master plan and issue-escalation protocol that kept public-sector stakeholders, NGOs, and dev teams aligned despite shifting policy requirements.

## EDUCATION

---

**Cardiff University**

BSc in Business Management

Major in Human Resource Management.

First-Class Honours Degree

Cardiff, Wales, UK