Polina Kyrylova
Product Manager, AI and Automation

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EXECUTIVE SUMMARY

- 8+ years of product management experience, with deep focus on AI/ML-powered products, automation platforms, and integration services within SaaS environments
- Built 0→1 AI-driven workflows: launched "Eat Sip Repeat" agent using LLM function-calling prompts and designed backend pipelines for enterprise-scale reliability
- Technical fluency in API design, system architecture, and low-code/no-code platforms (SwiftUI, Firebase, Airtable integrations), enabling seamless enterprise ecosystem extensions
- Data-driven strategist: proficient with A/B testing, Looker, Amplitude, and Python analytics to measure impact, inform prioritization, and optimize user engagement
- User-obsessed collaborator: led cross-functional teams with Design, Engineering, and Developer Relations to craft intuitive automation features that scale

WORK EXPERIENCE

Co-Founder, Business Strategy | Closure | San Francisco, CA | 06/2025 - Present
A mental health tech startup creating emotionally intelligent AI for people navigating unresolved goodbyes.
- End-to-end business assessment
- Analyzed subscription tiers, pricing elasticity, and retention cohorts; recommended a tiered-pricing structure projected to increase MRR by 15%
- Reviewed user interviews and in-app analytics to identify feature gaps, translating insights into prioritized roadmap items for improved daily active usage
- Built Amplitude dashboards tracking churn drivers and LTV metrics

Founder, Product Lead | Eat Sip Repeat | San Francisco, CA | 02/2025 - Present
Mobile native app with AI‑driven menu generation.

- Defined and executed 0→1 AI platform vision: built LLM-powered menu-generation engine (SwiftUI + Firebase + function-calling)
- Designed extensible API surface to allow future third-party recipe integrations (Airtable/Webhooks compatibility), ensuring platform health as feature set expands
- Developed and monitored Python + GPT tagging pipeline, integrated with Amplitude to track data integrity, improving content accuracy by 35% and reducing downstream error rates by 20%
- Led rapid experimentation on prompt patterns and UI flows, achieving a 40% lift in prototype engagement during private beta and iterating based on quantitative/qualitative feedback

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.

- Owned roadmap for core payroll and billing modules in a B2B SaaS platform—defined premium self-service automation as a subscription add-on that generated 15% of total ARR

- Collaborated with Data team to build Looker dashboards and Amplitude funnels for subscription health: tracked trial-to-paid conversion, churn rate, and ARPU
- Launched tiered pricing experiments (per-seat vs. flat-fee) that increased upsell by 10% in Q4 2023; reduced churn 20% through targeted in-app campaigns
- Partnered with UX and Engineering to iterate on a new billing UI, decreasing billing error tickets by 25% and improving NPS by 12 points

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.

SKILLS

AI & Automation: LLM Integration • Prompt Engineering • Agent-Based AI • Python ETL Pipelines • AWS Lambda & Step Functions • Zapier/Airtable Integrations
Technical & Architecture: API Design • System Architecture • Low-Code/No-Code Platforms • SwiftUI • Firebase • REST/Webhook Ecosystems
Product Strategy & Analytics: Roadmapping • A/B Testing • KPI Definition (MRR, DAU, Error Rates) • Looker • Amplitude • SQL
UX & Collaboration: Wireframing (Figma) • User Research • Cross-Functional Alignment • Developer Relations Enablement • Agile/Scrum Leadership