

Polina Kyrylova | Senior Product Manager, Applied AI

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Executive Summary

Senior product manager with 8+ years of experience leading B2B SaaS and platform products, with a deep focus on AI-native experiences, data workflows, and workflow automation. I've built and launched applied AI solutions from the ground up — leading cross-functional pods, iterating fast, and driving product-market fit. I work hands-on across UX, analytics, and system architecture, and bring strong customer empathy from years of working directly with high-stakes enterprise stakeholders.

Recent highlights:

- Launched *Closure*, an LLM-powered support app with agentic flows and evaluation frameworks for empathy and safety
- Built *Eat Sip Repeat*, a menu-generation engine with GPT tagging, Amplitude analytics, and end-to-end SwiftUI development
- Led automation strategy at PARiM, turning ops tools into subscription drivers (15% of ARR) and reducing churn by 20%
- Created an internal AI roadmap automation ("Roadmap Whisperer") that connects GPT + Productboard + Slack for alignment and rollouts
- Delivered chatbots with 95%+ intent accuracy and measurable impact on self-service rates at Master of Code

Relevant Experience

Closure – Co-founder, Product & Strategy

San Francisco, CA | Jun 2025 – Present

- Defined product strategy and roadmap for an LLM-native emotional support app
- Designed agentic conversation flows using GPT, with built-in evaluation tools for emotional calibration and safety
- Analyzed churn, retention, and usage patterns via Amplitude dashboards to guide roadmap priorities
- Proposed pricing tiers and content experiments projected to grow MRR by 15%

Eat Sip Repeat – Founder, Product Lead

San Francisco, CA | Feb 2025 – Present

- Shipped a GPT-powered meal planning app from idea to App Store using SwiftUI, Firebase, and function calling
- Designed Python + GPT tagging pipelines to improve content integrity by 35% and reduce downstream errors
- Built user analytics pipelines with Amplitude and tracked engagement cohorts to guide iteration
- Created extensible API layer to enable future third-party recipe integrations
- Launched beta with 40% lift in engagement from v1 to v2 based on prompt + UX refinements

PARiM – Product Manager, Automation

Tallinn, Estonia | Dec 2021 – Aug 2024

- Owned roadmap for core B2B workforce tools (payroll, billing, scheduling) and introduced automation that drove 15% of ARR
- Partnered with data and GTM to track pricing model performance (ARPU, churn, conversion) using Looker and Amplitude

- Ran GTM experiments to test tiered pricing, leading to a 10% upsell lift and 20% churn reduction
- Collaborated with engineering and design to redesign the billing UI, cutting support tickets by 25% and improving NPS by 12 points

Paxful – Product Manager, Marketplace

Tallinn, Estonia | Mar 2021 – Dec 2021

- Delivered KYC and dispute resolution flows to reduce fraud claims by 15% and increase verified activation by 20%
- Partnered with legal and compliance teams to design scalable identity workflows across multiple jurisdictions
- Built onboarding experiments in Amplitude to improve first-trade success, lifting engagement by 14%

Master of Code – Project Manager, Conversational AI

Remote | Dec 2019 – Mar 2021

- Launched NLP-based chatbots for telco, finance, and e-commerce clients with 95%+ intent accuracy
- Built labeling pipelines to shorten model refresh cycles by 50%
- Collaborated with enterprise partners and engineering to collect feedback and refine bot behavior at scale

Skills

Applied AI & Automation

LLM Integration • GPT APIs • Prompt Engineering • Agentic Workflows • Python Pipelines • Embeddings • Eval Frameworks

Analytics & Strategy

Amplitude • Looker • SQL • A/B Testing • Retention/Churn Analysis • GTM Strategy • KPI Definition (DAU, MRR, ARPU)

Systems & UX

SwiftUI • Firebase • REST/Webhooks • Airtable/Zapier • Figma • User Research • Roadmapping • Cross-Functional Leadership

Collaboration & Execution

Product-Led Growth • Early-Stage Product Discovery • Tiered Pricing Strategy • GTM Experimentation • Developer Experience