



## CONTACTS

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## ABOUT

Machine Learning engineer with 4+ years of experience in NLP and applied ML, have a strong background in algorithms and data structures. Currently founder & CEO of It's AI, a Dubai based company, where we focus on high-quality AI detection for texts, helping educators to preserve academic integrity.

English proficiency: IELTS 6.5

## ACHIEVEMENTS

- Patent on Fora.Vision detection system | 2024
- 2nd place at Leaders of Digital Transformation | 2023
- 2nd place at the all-Russian Machine Learning Championship | 2022
- 1st place on the Digital Breakthrough (Northwest Federal District) | 2022
- 1st place at the Tochka bank hackathon | 2022
- Prize-winner at Russian Olympiad in Informatics | 2021, 2022 year
- Bronze medal at International Zhautykov Olympiad in Computer Science | 2021

## CONFERENCES & PUBLICATIONS

- Co-author of paper "Towards Reliable Machine-Generated Text Detection: A Unified Benchmarking Framework" at ICAIE 2025
- Speaker at DataDojo | Apr 2023
- Speaker at OpenTalksAi | Mar. 2023
- Speaker at EdCrunch Conference | Nov. 2022

# SERGEY VOLNOV

## ML/DL Engineer

## WORK EXPERIENCE

### Founder & CEO, It's AI | August 2024 - Now

- Running a company as a CEO, 8 people in the team, raised angel investment
- Pilots at schools and universities across the UAE, 2000+ MAU
- Deeply involved into ML part: with my colleague developed the most accurate AI detector for texts according to MGTD benchmark.
- Less than **1% FPR**, **over 98% accuracy** on English and Arabic languages
- Co-author of paper "Towards Reliable Machine-Generated Text Detection: A Unified Benchmarking Framework" (ICAIE, 2025)
- Field: AI text detection, NLP, AI explainability, Benchmarking, EdTech

### Senior ML Engineer, Saola | Nov 2023 - August 2024

- Leading a team in developing ChrisAI, an AI-driven real-estate agent, who can communicate with the client, guide them through the sales funnel, answer questions about buildings, create personal selections and much more.
- **2x** Lead-to-show-flat conversion rate increase
- **3x** Reduction in customer acquisition cost
- Used technologies: NLP, LLMs, MLOps, RecSys

### Middle Data Scientist, Tochka bank | July 2022 - Nov 2023

- Worked with models for churn rate prediction, tender recommendation and VED-potential clients classification.
- Developed ML products and services from scratch to launch in production, such as technical support bot (**decreased mean answering thread time on 25%**) and uplift-modeling for customer churn (uplift at 30% **increased from 1.5% to 3.6%**).
- Used technologies: Machine Learning, Time-series, NLP, Uplift Modeling, SQL, Boostings, a/b tests, AirFlow, MLflow, Kubernetes

### CTO, Fora.Vision | August 2021 - July 2022

- Worked on real-time recognition system for sport exercises.
- Managed to achieve **90% accuracy** and **less than 0.5s ping**, more than **3000 students** satisfied with recognition quality.
- Used technologies: Deep Learning, Computer Vision, PyTorch, ONNX, Docker, Fastapi, Websocket, Asyncio

## EDUCATION

- Higher School of Economics, AMI (applied mathematics and informatics) | 2022-Now
- Deep Learning School (advanced flow) - Deep Learning (PyTorch) | 2021-2022
- Tinkoff ML - Machine Learning | 2021-2022
- Tinkoff Generation (levels B', B and A) - Algorithms and Structures of Data | 2019-2022
- Academy of Artificial Intelligence- Deep Learning (Keras) | 2020-2021

## SKILLS

- Languages: Python, C++
- Technologies: Docker, Bash, Git, Jira, Kubernetes, Airflow
- Data Bases: SQL, PostgreSQL, Qdrant
- Knowledge: Machine Learning, Deep Learning, NLP, Tabular ML, RecSys, Algorithms and Data Structures, ML System Design, MLOps