Contact

dubkirill2008@gmail.com

www.linkedin.com/in/kir-dubovyk
(LinkedIn)

Top Skills

Amazon Web Services (AWS)

Microsoft Azure Machine Learning

Microsoft Azure

Certifications

ChatGPT Prompt Engineering for
Developers

Multi AI Agent Systems

Source Systems, Data Ingestion,
and Pipelines

Data Storage and Queries

Introduction to Data Engineering

Kyrylo Dubovyk

AI Solutions Architect at Big Sister AI | AI Engineer at Keer LAB |
Data Engineer | LLM Agents | LLMOps
Kyiv, Kyiv City, Ukraine

Summary

I am an AI Engineer and AI Solutions Architect at Big Sister AI
with extensive experience in designing, developing, and deploying
advanced AI systems and large language model (LLM) applications.
I specialize in bridging the gap between cutting-edge AI research
and production-level solutions, ensuring that prototypes mature into
scalable, efficient, and reliable systems.

My technical expertise covers the entire lifecycle of AI solutions. I
excel in prompt engineering—applying chain-of-thought, few-shot,
zero-shot, role-based, and context-based techniques—to create
effective, efficient prompts that drive performance. I also possess
strong skills in Python, JSON, Markdown, and Jinja, which are
integral to building consistent outputs and templated reporting.
These tools support my work in both the rapid prototyping of LLM
applications and the rigorous demands of production environments,
where I focus on optimizing search pipelines, monitoring KPIs, and
establishing scalable inference servers.

I have a solid background in data engineering and cloud
infrastructure, having built automated workflows for data ingestion,
transformation, and storage using platforms such as Azure and
Google Cloud. My experience with CI/CD practices, including Azure
DevOps and Terraform, ensures smooth integration and deployment
of AI solutions. I have also implemented robust strategies, such as
staging and MERGE queries in BigQuery, to maintain data quality
and handle large-scale data operations efficiently.

Adapting to emerging technologies, I integrate no-code and low-code
platforms like n8n for building AI agentic workflows and enabling
custom data transformations. I continually update my skill set by
exploring frameworks such as LangChain and advanced AI models
like GPT-4 and Whisper. This diverse expertise allows me to develop

systems that transform complex data into actionable insights, driving operational efficiency and strategic growth.

My focus is on delivering intelligent, scalable solutions that empower organizations to innovate and excel in today's rapidly evolving technological landscape.

Experience

Big Sister AI
1 year 2 months

AI Solutions Architect
June 2024 - Present (10 months)
United States

Collaborated with stakeholders to understand business objectives and user requirements, gathering and analyzing data to identify key performance indicators and success metrics. - Translated business and stakeholder needs into technical specifications, defining both functional and non-functional requirements for AI and data systems. - Documented and confirmed requirements with stakeholders to ensure alignment. - Identified and evaluated appropriate AI and data engineering tools and technologies to meet system requirements, performing cost/benefit analysis to select the most effective solutions. - Prototyped and tested AI models and data pipelines, ensuring alignment with stakeholder needs. - Negotiated with top-tier platforms (AWS, Google, Azure, Snowflake) to discuss demands and find the best solutions. - Developed and deployed AI models and data engineering pipelines, continuously monitoring and evaluating system performance. - Iterated on the design and implementation based on feedback and performance metrics.

Prompt Engineer
February 2024 - July 2024 (6 months)

As a dedicated AI Engineer specializing in Prompt Engineering at Big Sister AI, I employ advanced methodologies to develop and implement effective AI prompts ensuring predictive and consistent results. I excel in crafting scalable solutions that tailor AI behavior and responses to meet stringent production-grade requirements while fostering deep collaborative relationships with stakeholders.

Key Responsibilities:

Prompt Development in AI Engineering:
- Core Design: Expertly craft AI prompts optimizing for robustness and scalability across various task domains.
- Methodologies Employed:
- One-shot Learning: Design prompts that train effectively with minimal data.
- Few-shot Learning: Enhance flexibility of AI models with limited examples to deliver adaptable responses.
- Zero-shot Learning: Develop capabilities in AI models to interpret and execute tasks beyond their training regimen.
- Template Engineering: Establish structured templates ensuring stringent adherence to response criteria.
- Fine-tuning: Optimize model parameters to align closely with specific operational objectives.

Evaluation & Optimization:
- Rigorously benchmark prompt effectiveness against validation datasets.
- Employ iterative refinement processes to continuously enhance accuracy and efficiency.

Prototype Engineering:
- Lead prototype development integrating Python, alongside No-Code and Low-Code tools, translating concepts into working models that demonstrate practical utility and innovation.

Stakeholder Collaboration:
- Actively collaborate with cross-functional teams, providing AI expertise that drives the product vision forward.

Keer Lab
1 year 10 months

Senior Business Development Manager
June 2023 - Present (1 year 10 months)
105 reton Ct, Cary, North Carolina 27513, US

Led product development resulting in a platform that reduces clients' customer acquisition costs by an average of 45%.

Directed a strategy overhaul that propelled a user base increase of 150% within the first five months of operation.

AI Prompt Engineer & No-Code Development Lead at Keer Lab

August 2023 - Present (1 year 8 months)

At Keer Lab, I am pioneering the integration of AI and No-Code development to optimize SDR automation within LinkedIn and email, reflecting a seamless blend of technology and strategy:

Developed AI agents for research, customer support, and sales management, incorporating custom functions that expanded AI agent capabilities.

Launched an innovative AI agent that, in a single prompt, collects comprehensive LinkedIn profile information, conducts internet searches for additional insights, and generates a JSON report for efficient downstream processing.

Steered the strategic roadmap and product development at AutoSynthIQ, my venture, ensuring a 45% decrease in customer acquisition costs and a 150% increase in our user base over five months.

Leveraged No-Code automation and advanced Python scripting to facilitate API integrations, enhancing CRM systems and streamlining business workflows.

Mentored and led diverse teams, fostering an environment of growth and continuous learning in cutting-edge AI technologies and No-Code solutions.

Autosynthiq
Co-Founder
July 2023 - February 2024 (8 months)

At the helm of AutoSynthIQ, I spearhead a team dedicated to reinventing the marketing landscape through innovative automation and AI-driven insights. Our platform is meticulously engineered to bolster efficiency and definitively reduce customer acquisition costs. Below encapsulates my contributions and the milestones of AutoSynthIQ's journey:

Leadership & Strategy: Orchestrate the strategic vision, development, and scaling of AutoSynthIQ to position it as a trailblazer in lead generation and SDR automation.

Product Development: Collaborate with engineers and data scientists to refine AI algorithms, ensuring a 60% increase in lead generation quality.

Customer Success: Led product development resulting in a platform that reduces clients' customer acquisition costs by an average of 45%.

Brand Expansion: Directed a strategy overhaul that propelled a user base increase of 150% within the first five months of operation.

Technology Integration: Pioneer the integration of our platform with CRM and marketing tools to streamline the campaign-to-conversion pipeline for businesses.

Data Security & Compliance: Uphold the highest standards of data security, contributing to AutoSynthIQ's reputation as a reliable and trustworthy partner.

Growth & Networks: Cultivate extensive partnerships and networks that have championed AutoSynthIQ within industry sectors poised for digital transformation.

Griffin | Facility Management
Sales Director
October 2022 - October 2023 (1 year 1 month)
As the Sales Director at Griffin | Facility Management, I led a collaborative team to establish a sales department from scratch during challenging times. Together, we achieved impressive results:

Strategic Vision: We crafted and executed a specialized strategy that guided us through a turbulent market.

Team Empowerment: Developed a sales team that improved customer acquisition rates by 30%, solidifying the company's competitive position in the market.

Operational Efficiency: Through collective efforts, we optimized business processes for enhanced efficiency.

Innovation: We integrated cutting-edge tools, including CRM systems and project management solutions.

Market Insights: We conducted competitive assessments for well-informed decision-making.

Effective Marketing: We developed and executed a comprehensive marketing strategy, elevating our brand's visibility.

Financial Expertise: Together, we created and secured approval for budgets at each stage of our strategic plan.

Engineered a sales department founding strategy that doubled revenue from 60 to 120 million within a year, exceeding industry averages by 20%.

As I transition to new career opportunities, I continue to prioritize collaboration, transparency, and innovation. I look forward to applying my skills and experiences to drive growth and success in established businesses and emerging ventures.

KidWay
Chief Executive Officer
February 2020 - February 2022 (2 years 1 month)
Украина

Scaled the start-up to a revenue of 12 million UAH in the first year, surpassing average industry growth rates by 25%.

Spearheaded the creation and launch of KidWay, overseeing progress from ideation to operational success.

Developed and executed a coherent product concept, ensuring that all aspects of the business align with strategic goals.

Established the organizational structure, successfully assembling a cross-functional team of 10 professionals, driving the company culture for peak performance.

Implemented cutting-edge management methodologies and best practices, fostering an environment of continuous improvement and agility.

Executed strategic financial planning and developed robust reporting systems, providing insightful data for informed decision-making.

Championed project management during challenging times, identifying new opportunities to pivot and sustain growth.

Created and executed a visionary marketing strategy, integrating digital platforms such as email marketing and social media to maximize outreach and engagement.

Implemented CRM and ERP systems that increased operational efficiency, leading to an impressive customer retention rate of 85%.

Vema Kids
Head Of Sales
March 2018 - January 2019 (11 months)

As Sales Director during an expansive phase at Vema Kids, I led multiple initiatives to scale the company's growth and solidify its market leadership in educational equipment. Highlights of my contributions include:
Managed and optimized a sales team of 40+ members, facilitating a 25% YOY revenue increase by implementing strategic sales techniques and customer engagement models.

Instrumental in maintaining the company's revenue growth, contributing to the upwards trend from $3 million to $10 million within the period adjacent to my tenure.

Improved CRM system functionality leading to a 15% increase in customer retention and a 20% boost in sales efficiency.

Aided in the digital marketing strategy that saw website traffic increase by 50% and online sales surge, accounting for 33% of the total sales volume.

In this strategic role, my leadership not only supported, but also accelerated the company's growth trajectory and market dominance.

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Education

НУК
Магистр, Управление проектами · (2007 - 2012)