

Kirill Markin

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Amsterdam, Netherlands

SUMMARY

12+ year data engineering leader with startup/SaaS expertise. Elevated company from 15th to Top 4 globally, built infrastructure processing 3+ billion daily rows with 5x performance gains. Created 10,000+ AI scrapers daily, doubled website conversion generating \$1M+ pipeline. Expertise in LLMs, ETL/ELT, ClickHouse, Kafka, and AI automation across HR tech and data extraction platforms.

EXPERIENCE

Director of R&D

Oct 2024 - Present

Improvado — full-time, hybrid

San Francisco, US

- Led qualified leads initiatives, doubling website conversion rates and generating \$1M+ in sales pipeline.
- Launched AI dashboard generation, enabling instant dashboard creation via chat without coding.
- Pioneered LLM integration platform, accelerated the addition of new data sources by 7 times.

Head of R&D Lab, Data Engineer

Jun 2023 - Sep 2024

SOAX — data extraction platform

London, UK

- Launched the AI scraper to create 10,000+ scrapers in a day via LLM with no programmers.
- Implemented an LLM-based tech support system, automatically resolving 80% of tickets.
- Create a platform for LLM-based lead generation and create 7,000+ new communications weekly.

Lead Data Engineer

Oct 2021 - May 2023

SOAX — data extraction platform

London, UK

- Boosted proxy speed, elevating the company from 15th to the Top 4 proxy providers globally.
- Accelerated all company queries 5x using ClickHouse optimization.
- Built Kafka infrastructure processing 3+ billion daily rows.
- Found and hired 11 data engineers, data scientists and analysts.

Data Engineer, Founder

Jan 2017 - Oct 2021

Ozma Inc. — open source database platform

San Francisco, US

- Created an open source database platform with an automatically generating interface from scratch.
- Implemented 10+ database platform solutions for CRM, ERP and OLAP in 4 different industries.

Data Engineer

Jan 2012 - Oct 2021

Samo Danni Eood — Data Engineer consulting

Remote

- Developed an ETL/ELT for recruiting tool to hire top engineers, processing 1.5 million candidate CVs.
- Created a candidates ranking model for a blue-collar hiring tool, processing 200,000+ CVs per month.

EDUCATION

6 courses - Specialization "Machine learning and data analysis"

2019 - 2020

Coursera Course Certificates

Remote

Bauman Moscow State Technical University

2010 - 2014

Bachelor's degree, Computer Software Engineering

Moscow, Russia

PUBLICATIONS

Generative AI for 80% Customer Support Automation

May 2025

Book published by Packt Publishing, ISBN: 9781806112791

O'Reilly

NOAH Conference 2023, Zurich

Dec 14, 2023

Conference Talk: AI web scraping - Data Collection reimaged

Zurich