

Kirill Markin

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London, UK

SUMMARY

Staff Software Engineer with 12+ years of hands-on technical leadership across AI products and data platforms. Built an LLM platform that accelerated enterprise integrations 7x and drove experiments that moved SOAX from 15th to 3rd in an industry benchmark.

EXPERIENCE

Aspect Health Inc. — women's metabolic health startup, a16z & Sequoia backed New York, US
CTO Jul 2025 - Present

- Launched a B2C AI Shopping Assistant integrated with Instacart across iOS, Android, and Web in 3 weeks.
- Standardized Sentry across engineering after uncovering that 30% of production errors were untracked, closing a company-wide observability gap.
- Established a new Barcelona office and built an on-site team of engineers, analysts, and QA specialists.

Improvado — enterprise marketing data platform San Francisco, US
Director of R&D Jul 2024 - Jul 2025

- Led website positioning experiments that increased conversion 1.6x and generated \$1M+ in sales pipeline.
- Pioneered LLM integration platform, accelerated the addition of new data sources by 7 times.

SOAX — data aggregation platform London, UK
Head of AI Jun 2023 - Jul 2024

- Led development of an AI platform generating thousands of custom web scrapers on demand daily.
- Led AI, Technical Support, and Core Product teams to automate resolution of 80% of support tickets.

SOAX — data aggregation platform London, UK
Lead Data Engineer Oct 2021 - Jun 2023

- Led dozens of proxy performance experiments in one quarter, delivering three improvements that moved SOAX from 15th to 3rd in an industry benchmark.
- Scaled data infrastructure to 3B+ rows daily through sharding and pre-aggregation, improving query performance 5x.
- Built company-wide data-flow observability for ETL pipelines, replacing manual incident discovery with automated monitoring and alerting.

Ozma — open source database platform San Francisco, US
Founder & CTO Jan 2018 - Oct 2021

- Delivered 10+ enterprise CRM, ERP, and OLAP systems for manufacturing and banking clients.

Diafentis — Microsoft Dynamics CRM and SAP ERP implementation consultancy Moscow, Russia
Founder & CTO Sep 2014 - Jan 2018

SELECTED PROJECTS & PUBLICATIONS

Meta Ray-Ban Custom AI Tools Jan 2026
Open-source iOS project | 126K+ Reddit views

Cursor IDE Workflow for Large Projects Feb 2025
Technical article | 113K+ Reddit views

Generative AI for 80% Customer Support Automation May 2025
Book | Packt Publishing

AI Web Scraping - Data Collection Reimagined Dec 2023
Conference talk | NOAH Zurich

EDUCATION

Bauman Moscow State Technical University Moscow, Russia
Bachelor's degree, Computer Software Engineering