MATHEW KIRILLOV

Product Manager | B2B & AI Products

Moscow, Russia | Open to relocation and remote work

SUMMARY

Product builder with a background in B2B account management. Built and sold two custom AI products with a collaborator, generating approximately $9,000 in project revenue. Currently own a pump selection platform covering 18,000+ products, reducing selection time from 20 minutes to 2-4 minutes in early internal use.

EXPERIENCE

Rutektor | Industrial Equipment Distributor

Account Manager | 2023-Present | Current focus: Internal Product Development

- Own the pump selection platform from customer discovery and requirements through architecture, UX design, AI-assisted development, testing, and rollout.
- Reduced selection time from approximately 20 minutes to 2-4 minutes in early internal use across a growing catalog of 18,000+ pumps.
- Launched a closed internal pilot and began transitioning to dealer testing, with a planned rollout to 40 dealers.
- Develop a public-facing experience for product and availability information, with self-service and AI-assisted pump selection.
- Supported the Russian market launch of PURITY pumps through customer-supplier coordination, negotiations, and development of tools for the local market.

Independent Product Builder | Self-Employed

December 2025-Present | Alongside full-time employment

- Worked with one collaborator to identify business problems, build initial prototypes, approach clients, negotiate terms, and deliver custom AI products.

Social Listening & Sentiment Analysis | Pharmaceutical Company

- Built and sold a social listening product for approximately $8,000 equivalent over seven months as a two-person team, sharing ownership from client acquisition through delivery.
- Enabled a drug launch team to monitor mention volumes and trends across social media groups and public pages, with sentiment classification and alerts for particularly negative mentions.

AI Review Classification | Footwear Retailer

- Built and sold an AI review-processing solution for approximately $1,000 equivalent with the same collaborator.
- Automated review classification against retailer-defined topics, replacing manual categorization.

Client names withheld for confidentiality. Project values are approximate USD equivalents of payments in RUB.

SKILLS

Product: Customer discovery, problem validation, prototyping, requirements definition, user journeys, product delivery, user testing, and client negotiation.

Development: Codex, Claude Code, AI-assisted implementation, solution architecture, UX design, implementation review, and hands-on testing.

EDUCATION

HSE University | Undergraduate studies in Politics and Economics; currently enrolled. Japanese language studies.

Financial University | Business Management studies; completed one year before moving to HSE University.

LANGUAGES

Russian: Native | English: B1 certified; comfortable participating in work calls.