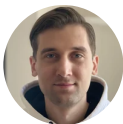


Emil Sugaipov

Product Manager



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SUMMARY

I'm a product manager with a technical background, originally from Baku, Azerbaijan. I've built products for compliance, health and finance: from a platform for banks to a database of 120,000 cosmetics.

Currently advising CSB Investors Group on AI adoption and looking for a PM role on an AI product.

EXPERIENCE

Founder @ Skindly

2021–Now

AI-powered application for people with problem skin: skin assessment, ingredient analysis, product matching.

- Selected for ADV Launchpad, 10 of 80 applicants; raised \$30K investment and \$20K grants after Demo Day
- Built a database of 120,000 cosmetics through retailer scraping, AI extraction and user submissions
- Currently non-commercial, used by 5,000 people a month

Advisor @ CSB Investors Group

2026–Now

AI adoption across an investment group.

Product Owner @ Trustform

2022–2026

RegTech platform for regulated financial companies: KYC, KYB, AML, risk engine, regulatory reporting.

- Grew the product from zero to €800K ARR in 3.5 years, owning pricing and running go-to-market with sales and marketing
- Hired and led product engineering from 0 to 15 people and designed the org structure; reworked delivery so tickets closed per sprint rose 1.5×
- Turned an in-house compliance tool into multi-tenant SaaS: interviewed 20 users and prospects, ran a gap audit, set the first roadmap
- Shipped 40+ features in 3.5 years; AI risk scoring cut false positives by over 60%, and natural-language reporting turned days of manual regulator reports into minutes
- 30+ clients across 7 jurisdictions from Malta to the Cook Islands, GDPR and ISO 27001 certified

Technical Consultant @ Investors Europe

2019–2022

Regulated brokerage. Built the Client Portal that cut client onboarding from 2 weeks to 1 day.

Founder @ Lumen Works

2016–2022

Digital agency for pharma brands: 7 people, 10+ brands including Pfizer, Bayer and Henkel.

Co-founder @ Unity Platform

2016–2018

Multi-asset trading platform, zero to launch in a year with a team of five: 100K+ instruments, 10+ deployments.

Software Engineer @ SeoPult

2015–2016

SEO automation platform.

Software Engineer @ E-Global Trade Group

2012–2014

International group of financial companies.

SKILLS

Product

Discovery and customer interviews · Roadmap, pricing, go-to-market · MVPs and experiments · Stakeholder management

AI

LLM features from prototype to production · RAG, prompt design, evals · Claude Code, Cursor, Codex · MCP · LangChain, LangFuse

Data

SQL · Amplitude, Google Analytics, Metabase

Delivery

Scrum · Linear, Notion · Figma, Miro · Hiring and org design

Domains

RegTech, KYC/KYB/AML, regulatory reporting · Trading platforms · B2B SaaS

Technical

TypeScript, React, Node.js · PostgreSQL · APIs and no-code automation

Languages

English, professional · Russian, native

EDUCATION

Higher School of Economics, Management Information Systems

2010–2014