

Nikita Moskvin CV - v3



📍 Tbilisi, Georgia (remote / hybrid / open to relocation)

About me: <https://moskwin.work/>

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Profile Summary

More than 12 years of management experience turning ambiguous ideas into shipped products and scalable execution systems. I work well in early-stage and high-change environments: define hypotheses, align cross-functional teams, ship fast, and iterate based on metrics.

I combine product thinking with strong operational execution across product, engineering, design, marketing, sales, and finance. Background includes Head of Product and COO roles in education, digital products, startups, and agency environments.

Selected Product and Business Impact

- Worked with ambiguous product opportunities and translated them into testable hypotheses and MVP plans across education and digital products
- Converted manual MVP workflows into structured product systems through iteration and targeted automation
- Reduced MVP launch cycle from 2-3 months to 3 weeks by redesigning product development and decision flow (EdTech)

- Increased business unit profitability by 15% through product portfolio decisions and unit economics optimization (EdTech)
- Reduced launch cycle from 1-2 days to 2 hours by leading internal tooling and process redesign with engineering (Product)
- Improved company profitability by 10% by rebuilding planning, metrics, and operating routines (Design Studio)
- Built management and execution infrastructure for 9 remote units (Consulting)

Professional Experience

Head of Product (Game Development Faculty) @ Skillbox

Moscow, Russia | 2020 - 2022

- Led Game Development, Esports, and Sports faculties with end-to-end ownership of performance and P&L
- Ran product portfolio decisions with marketing and sales based on unit economics and funnel metrics
- Closed unprofitable products, reallocated resources, and improved portfolio economics
- Increased faculty profitability by 15%
- Reduced MVP launch cycle from 2-3 months to 3 weeks
- Scaled new training products with experts and grew student base by 20%
- Stabilized and maintained CSAT above 91%
- Conducted market research before launching new products
- Ran rapid hypothesis-testing cycles for new programs and value propositions
- Used funnel behavior and unit economics to make scale vs stop decisions under incomplete data
- Built unit economics models for all current and newly launched products with a 1-3 year planning horizon
- Increased LTV and CPU by strengthening the value proposition and product mix
- Coached and supervised sales and marketing teams on offer positioning and delivery

Business Operations Consultant (Product & Growth) @ 6 Clients (NDA)

Remote, Self-employed | 2023 - Present

- Partner with founders and product teams to solve ambiguous product, growth,

and execution problems

- Translate business problems into product hypotheses, experiments, and prioritized initiative backlogs
- Validate value propositions through real user behavior, conversion funnels, and unit economics
- Design and launch lightweight workflows across finance, HR, delivery, and reporting to remove bottlenecks
- Establish regular decision cadences and metric reviews to improve speed, quality, and accountability
- Lead rollout and adoption with managers and teams through enablement and iterative improvement

Chief Operating Officer @ Redis Agency

Tbilisi, Georgia | Jan 2023 - Jul 2024

- Organized cross-functional execution around short experiment cycles and quicker decision loops
- Improved profitability by 10% through operating model redesign and better prioritization
- Introduced lightweight KPI/OKR structures to support trade-off decisions and ownership clarity
- Built leadership routines and weekly review cadences to improve iteration across departments
- Designed internal systems and knowledge base for remote employees (75% of the company)
- Trained mid-level and senior managers to run hypothesis-driven planning and execution

Chief Operating Officer @ U Promise Me (Web3 Startup)

Remote, UK | 2022 - 2023

- Worked directly with founders on product hypotheses, scope, and architecture trade-offs for Web, Mobile, API, and smart-contract components
- Translated business goals into testable product requirements and coordinated iteration across product, design, and engineering
- Built an early operating model and financial logic to support experimentation and future scale
- Led hiring and management of distributed product and engineering contributors

- Supported fundraising and strategic partnerships across Europe, Asia, and Latin America

Producer @ Yandex (Geo Services)

Moscow, Russia | 2019 - 2021

- Led cross-functional launches for Maps, Navigator, Carsharing, and Metro commercial initiatives.
- Gathered business requirements and translated them into testable launch plans with business, design, and engineering stakeholders
- Co-led internal editor launch that reduced time-to-market from 1-2 days to 2 hours
- Built SQL-based reporting and ROI analytics to support roadmap and prioritization decisions

Founder & Manager @ Lurji Bistro

Tbilisi, Georgia | 2025 - 2026

- Built operations from zero: workflows, supplier processes, scheduling, and reporting.
- Implemented day-to-day execution model balancing quality, cost control, and team performance
- Owned profitability, operating stability, and continuous improvement

Production Director @ Beta Digital Production

Moscow, Russia | 2017 - 2019

- Led a digital production studio with ownership of P&L, staffing, and delivery quality
- Maintained company profitability during rapid growth (4x revenue)
- Owned planning and allocation of resources across sales, management, design, and engineering

Project Management Experience

Moscow, Russia and Remote | 2014 - 2017

- **Beta Digital Production** (2015-2017): Managed end-to-end digital delivery from discovery and system design to release
- **Daily Profit** (2015): Coordinated advertising and digital production projects
- **CSSSR** (2014-2015): Managed distributed teams with ownership of scope, budget, quality, and client communication

Core Competencies

- **0-to-1 Product Building:** hypothesis definition, discovery, MVP scoping, rapid validation, iterative delivery
- **Experimentation and Decision-Making:** define → test → validate cycles, trade-off decisions, scale/pivot/stop logic
- **Product Leadership:** prioritization, roadmap decisions, cross-functional execution, stakeholder alignment
- **Growth and Economics:** funnel analytics, unit economics, P&L ownership & optimization
- **Hands-on Prototyping:** low-code MVPs, workflow automation, and rapid experimentation tooling
- **AI-Native Workflows:** LLM-assisted product discovery, documentation, prototyping automation, and decision support
- **Scaling Systems:** KPI and OKR frameworks, process design, team enablement, execution governance
- **Tools:** Jira, Confluence, Coda, Notion API, SQL, Power BI, Figma, Git, Google Sheets, AI-assisted workflows

Education

- **RosNOU** - Specialist in Information Systems and Technologies (2008-2013), GPA 4.7/5
- **TYPICAL** - Leadership program for managers

Additional

- **Public speaking:** HSE (2019), Digital October (2019), IKRA (2018), RIF (2017)
- **AI workflow practice:** applied LLM-assisted discovery, documentation, prototyping automation, and operational decision support in day-to-day product and execution work
- **AI projects:** Task Remindeer (<https://github.com/UserNameMoskwin/task-remindeer-public>); Personal RAT

(<https://github.com/UserNameMoskwin/personal-rat-public>); Vacations Bot
(<https://github.com/UserNameMoskwin/vacations-bot-public>)

Languages

- Russian - Native
- English - C1