

Nikita Pakutin

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Product manager with seven years of experience in B2B and B2C scale-ups, plus a background in UX design. Passionate about media, ambient computing, and the social impact of technology.

Experience

Product Manager, Account Activation

Perk · Travel and spend platform powering 10,000+ companies

London, UK

Apr 2024–Jan 2026

Simplified the setup of cost and team structures, unblocking the launch of the new spend vertical:

- Rebuilt Cost Objects and Custom Fields with multi-entity support and spend-specific controls
- Launched User Groups (11% enterprise adoption) and Setup Guide to reduce time to revenue
- Enabled US expansion (~80% locale mismatches), platform rebrand, and GDPR compliance

Product Owner, Money Health

Revolut · Europe's leading neobank trusted by 50M+ clients

London, UK

May 2022–Feb 2023

Oversaw a suite of financial health features used by 70% of MAU:

- Revamped Transactions (+12% in new scheduled payments, 4–5x faster loading times) and RevReview (+20% YoY in CR to social sharing, 70% completion rate)
- Streamlined custom category management, refund linking, and net worth tracking
- Line-managed seven engineers and designers, supporting their development and growth

Product Manager, Layout UX & Layout Core

Miro · Visual collaboration platform for 90M+ knowledge workers

Remote

Jan 2021–Apr 2022

Led the board navigation redesign and rewrite, enabling product expansion to non-technical teams:

- Improved UI learnability (+20%) and adoption of Presentations (+114%) and Apps (+29%)
- Enhanced UX of toolbars, board search, multitasking, and object alignment
- Partnered with two cross-functional teams, shaping their missions, strategies, and roadmaps

Product Manager, Media Services (Kinopoisk)

Yandex · Market-leading streaming platform with 40M+ subscribers

Moscow, Russia

Oct 2018–Dec 2020

Joined as the second PM, oversaw onboarding, discovery, and playback during 8x subscriber growth:

- Boosted daily trials (+27%) and total watch time (+17%) with ML, editorial, and content teams
- Scaled the crowdsourced 'skip intro' (95% coverage) and AI actor recognition (+30% accuracy)
- Evaluated 50+ candidates and mentored two participants of the Yandex APM program

Consultant, Innovation Lab

Deloitte · 'Big 4' consulting firm, leading by revenue and headcount

Moscow, Russia

Dec 2017–Apr 2018

Designed internal (entity management tool, voice assistant skill) and client-facing (decentralised promissory note marketplace, IP escrow service) tools across legal tech and blockchain streams.

Leadership & Activities

- Side projects: cinemate (UK showtimes aggregator; 1K iOS installs, 3K web MAU), Patterns (AI-driven buyer enablement; defined and built prototypes with a design partner)
- Mentored PMs and designers at ITMO University, HSE Art and Design School, and ProductStar
- Endorsed as an emerging leader by the UK Global Talent Visa programme

Education

- Product-Led Growth, Product Strategy · Reforge, 2023
- Data-Driven Product Management · GoPractice, 2019
- Product Management · Yandex School of Management, 2018
- User Interface and Graphic Design · Bureau Gorbunov Design School, 2016–2017
- BSc, Private and Civil Law · MGIMO International Law School, 2014–2018