

Daria Volochniuk

Expert COO, Business Growth & Operations Leader

SUMMARY

- 15+ years leading operational scaling and digital transformation in tech-driven companies, including AI-driven operational architecture.
- Expertise in workflow automation and technology integration using CRM systems like Zoho and ClickUp, reducing manual work by 40%.
- Proven track record in P&L management and financial planning, scaling startups to \$2M MRR within 2 years.
- Strong background in cross-functional leadership managing teams of 10–100+, optimizing software licensing with 70% gross margin.
- Experience in project and product operations with a focus on data-driven decision-making and strategic business growth.

TECHNICAL SKILLS

Main Technical Skills	Product & Delivery Management (15 yr.)
Data Analysis and Visualization Technologies	Business Intelligence (BI), Decision Tree (2 yr.)
Databases & Management Systems / ORM	MS SQL Server Management Studio (15 yr.)
Amazon Web Services	AWS Cloudformation (15 yr.)
Azure Cloud Services	Azure Cloud Functions (15 yr.)
Platforms	ABM (Apple Business Manager), ERP
Blockchain and Decentralized Software	Optimism (3 yr.)
Project Management & Administration	Project Management (15 yr.)
QA, Test Automation, Security	QA Automation (2 yr.)
Methodologies, Paradigms and Patterns	Solution Architecture Design (1 yr.), STLC (15 yr.)
Operating Systems	Unix (2 yr.)
Other Technical Skills	ABM, Enterprise Resource Planning, Risk Assessment Framework (15 yr.)



WORK EXPERIENCE

Chief Operating Officer - K-9-Robotics Austria (K-9-Robotics)

Duration: June 2025 - Present

Summary:

- K-9-Robotics is a company specializing in robotics technology, focusing on AI-driven operational architecture and innovative robotic solutions
- The project involves full operational ownership and strategic planning to drive company growth and efficiency

Responsibilities:

- Full operational ownership including strategic planning and execution.
- Organization and leadership development.
- Financial and resource management.
- AI-driven operational architecture implementation.
- Cross-department alignment and customer experience ownership.

Chief Operating Officer - Neon Goose Studio Lisbon (Neon Goose Studio)

Duration: February 2023 – December 2025

Summary:

- Neon Goose Studio is a creative company that was built from scratch and achieved \$2M turnover
- The project involved scaling the company operations, managing staff and freelancers, and preparing the company for sale in December 2025

Responsibilities:

- Full P&L responsibility and venture representation.
- Structured hiring, HR processes, and administration.
- Scaled operations to full capacity within six months.
- Managed 10 office staff and 30+ freelancers.

COO / Strategic Consultant (PrideAffiliate & iLocalize / Top10ParentalControlApps / FlightRefunder)

Duration: March 2023 – December 2025

Summary:

- Consulting and operational leadership across multiple digital marketing and affiliate projects including VPN services, refund platforms, adblockers, and parental control applications
- The projects focus on optimizing marketing strategies and improving key performance metrics

Responsibilities:

- Optimized marketing strategies across multiple verticals (VPN, refunds, adblockers).
- Reduced annual costs by 5% and increased qualified leads by 15%.
- Improved ROI for iLocalize (+5%) and Top10ParentalControlApps (+2%).
- Boosted CTR (+16%) and CVR (+19%) for FlightRefunder.



Chief Operating Officer - Electric Blue (Electric Blue)

Duration: March 2021 – January 2023

Summary: Electric Blue is a company where the COO led the scaling of revenue from zero to \$150K monthly recurring revenue within 24 months by optimizing workflows and business processes.

Responsibilities:

- Owned workflow strategy and business process optimization.
- Hired and developed core team members.
- Implemented data-driven decision-making and cross-functional alignment.

Strategic Business Consultant - Omega Render Studio (Omega Render Studio)

Duration: March 2021 – January 2023

Summary:

- Omega Render Studio is a company specializing in rendering technology and services
- The role involved providing strategic business consulting to improve operations and business growth

Product & Operations Lead - ArtCraft Education (ArtCraft Education)

Duration: September 2019 – November 2021

Summary:

- ArtCraft Education is an educational company focused on product and operations development
- The role involved leading product and operational initiatives to support company growth

COO / Managing Partner - Raise.band (Raise.band)

Duration: December 2015 – August 2019

Summary:

- Raise
- band is a company where the COO and managing partner was responsible for overall operations and management, contributing to business growth and operational efficiency

CMO / COO - Optellect (Optellect)

Duration: May 2016 – January 2018

Summary: Optellect is a company where the individual held dual roles of Chief Marketing Officer and Chief Operating Officer, overseeing marketing and operational functions.

Chief Operating Officer - Room8Studio (Room8Studio)

Duration: May 2015 – May 2016



Summary: Room8Studio is a company where the COO was responsible for operational leadership and management.

EDUCATION

- **Kyiv Polytechnic Institute**
Master's Degree in Technical Translation
2005–2011
- **Kyiv Polytechnic Institute**
Master's Degree in Psychology
2017-2019

