

Pokataev Denis

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Fractional CTO | Technical Advisor | Distinguished Engineer

Scaling Platforms | AI/ML Integration | Tech & Product Strategy

Proven technology leader with **25+ years of experience** in building **distributed platforms, scaling engineering organizations, and aligning technology with business objectives**. Specialized in turning **large-scale technical architectures into market-ready products** while **mentoring engineering teams to drive sustained innovation**. Expertise in **AI/ML integration, platformization, cloud infrastructure, fintech, and compliance**.

Core Expertise

- **Technical Strategy & Advisory:** Aligning technology with business goals, roadmap execution, and cross-org collaboration.
- **Scalable Systems Architecture:** Designing fault-tolerant distributed systems, microservices, and cloud solutions.
- **AI/ML & Data-Driven Decisioning:** Integrating ML into business workflows; building AI-ready infrastructures.
- **Engineering Leadership & Mentorship:** Developing and scaling engineering organizations; mentoring staff to leadership roles through mentorship flywheel.
- **Product & Business Alignment:** Identifying new product opportunities, creating strategy, and driving execution.
- **Security, Compliance & Fintech:** Expertise in secure infrastructure, tax, accounting, and compliance.

How I Can Help as a Fractional CTO or Advisor

- **Scaling Startups:** Helping tech-driven companies scale engineering efficiently while aligning with business needs.
- **Tech Strategy & Platformization:** Structuring distributed systems & product strategy for long-term success.
- **AI & ML Integration:** Ensuring AI/ML models drive real business impact, not just technical novelty.
- **Mentoring Engineering Leaders:** Growing leaders inside the company and establishing mentorship culture to create growth flywheel.

Professional Experience

Stripe, Inc. | Sr. Staff Engineer | Oct 2022 – Jan 2025

- **Commerce Systems:** user billing, enabling new commercial constructs, quote-to-cash workflows, sales enablement, internal ledgering, accounting and compliance
- **Developed & executed a company-wide strategic product initiative**, securing C-Suite recognition and adoption.
- Led **80 engineers across multiple organizations**, driving alignment between AI/ML, engineering, and business.
- Integrated **ML solutions into business platforms**, delivering a **20%+ reduction in critical errors**, co-author of a **pending patent**.
- Mentored engineers and managers, resulting in **multiple promotions (including to Staff levels)**.

Meta (Facebook) | Principal Engineer (E6) | Sep 2019 – Oct 2022

- **Commerce Integrity:** Transformed an existing fraud prevention system into a multipurpose integrity platform, securing adoption by **three new customers** and effectively making it a **sellable product**.

- Integrated **computer vision models**, cutting violation detection feedback loops from **10 minutes to <5 seconds**.
- Led **technical strategy for Commerce Integrity & AR/VR Orion apps divisions**, managing cross-org collaboration.
- **Reality Labs (AR/VR - Oculus)**: Developed a mission-critical system service deployed from **Quest 3 onward**.

Oracle Cloud Infrastructure (OCI) | Principal Engineer | Jun 2017 – Sep 2019

- Core **cloud region expansion** team member, successfully deployed **three new global cloud regions**.
- Delivered **hardware lifecycle orchestrator**, reducing manual workload by **80%**.
- Led **multi-tenant cloud security scanning solution**, enhancing vulnerability detection.

Amazon - Kindle Bookstore | Sr. SDE | Oct 2013 – May 2017

- Co-led **system re-architecture**, improving **time to onboard by 4x and throughput by 2x**.
- In collaboration with QA delivered **new testing framework**, achieving **3x speed up while maintaining quality bar**.
- **Drove \$150M+ revenue uplift** through performance optimizations and improved user experience.
- Led **porting Kindle Bookstore to Fire Phone**, managing full-stack development efforts.

Technical Advisory & Leadership Roles

- **Fractional CTO & Advisor (Consulting) | 2011 – Present**
 - Advised startups on **tech strategy, product-market fit, scaling distributed systems, and scaling engineering teams**.
 - Helped clients streamline engineering operations, reducing time-to-market by **30%+**.
- **COO, Openstat (Web-analytics enterprise solutions) | Dec 2011 – Aug 2013**
 - Led **company-wide roadmap, negotiations, and product development**, driving new revenue streams.

Education

Moscow State University

Master's Degree (Specialist), Environmental Geochemistry

Technical Skills & Industry Expertise

- **Tech Stack:** Java, Perl, Python, JavaScript, Go, C++, Kotlin, Dart, Cloud (AWS, OCI), AI/ML pipelines, Android.
 - **Cloud & Infrastructure:** Distributed systems, SRE, security, DevOps, microservices, event-driven architecture.
 - **Business Domains:** Fintech, compliance, AI/ML, large-scale commerce platforms.
 - **Leadership & Strategy:** Engineering mentorship, team scaling, executive collaboration, product roadmaps.
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Publications, Speaking, & Thought Leadership

- **Led knowledge-sharing** sessions in Oracle and Meta, consistently presenting tech talks for the wider engineering community and **mentoring others on the same**.