ALFAIS ADILKHAN

+44 7466 761608 | London, UK | Right to work in the UK (Graduate visa)
alfais2004@gmail.com | linkedin.com/in/alfaisadilkhan | alfais.uk | github.com/Alfais1

SUMMARY

University of Edinburgh economics graduate and former start-up COO who signed 129 state schools for KZT 150m (c. USD 330k) and builds AI and data software. Seeking strategy, operations and AI deployment roles in London.

EDUCATION

MA (Hons) Economics with Management Science, University of Edinburgh, UK — Sep 2022 – May 2026
Upper Second-Class Honours (2:1). Relevant coursework: Statistical Methods for Economics; Business Analytics and Information Systems

SKILLS

Research	Market, legal and procurement research; motions and appeals; contract templates; presentations
Analysis	Financial modelling, risk scoring, pricing models; Excel, SQL, Python, R, PowerBI
Partnerships	Exclusivity and cooperation agreements, B2G sales via public procurement, negotiation
Technical	TypeScript, React, Next.js, PostgreSQL, Claude and OpenAI APIs, multi-agent systems, Supabase
Languages	Russian and English (fluent); Kazakh and French (conversational)
Interests	5-a-side football, reading, debating, technology, calisthenics, anything new

EXPERIENCE

Chief of Staff — May 2026 – Oct 2026
WONK (*ed-tech startup, AI education platform for schools; Astana Hub resident*) — *Astana, Kazakhstan*

- Set up the sales route for state schools, which buy through Kazakhstan's public procurement portal (goszakup): prepared the product's technical specification in Russian and Kazakh, the contract template, pricing (KZT 4,990 per teacher per month) and pitch decks.
- Led B2G sales and signed 129 schools in five months, generating KZT 150m (c. USD 330k) in revenue.
- Negotiated contracts with schools across Kyzylorda region (average c. KZT 1.2m each, sales cycle of about one month); managed a small team responsible for onboarding and delivery.
- Built a six-agent AI system with document retrieval that drafts the company's commercial proposals and marketing strategy documents; one proposal replaced a PR agency's offer of USD 10k a month.
- Built and deployed a Russian/Kazakh archive search demo (archive.alfais.uk) for a state archive pitch: hybrid full-text and vector search over 218 test documents, answers with citations and a scanned-page viewer.

Paralegal — May 2025 – Sep 2025
Vranchev & Partners (*law firm*) — *Astana, Kazakhstan*

- Supported lawyers on two large court cases (143 volumes of case files): drafted motions and appeals for filing, prepared case files and attended court hearings with the legal team.
- Built a desktop application for the firm in four weeks (Python, JavaScript, Supabase): meeting transcription, case and deadline tracking, and search across case materials for inconsistencies.
- The application was used on live cases: it turned 810 hours of audio into an Obsidian knowledge base, analysed interrogations and saved lawyers' hours of manual review, allowing them to search easily through a corpus of 200+ documents.

Finance Intern — Aug 2024 – Sep 2024
KMG Drilling & Services (*drilling subsidiary of national oil company KazMunayGas*) — *Astana, Kazakhstan*

- Contributed to the financial analysis in the company's 2024–2029 development plan: NPV and free cash flow scenarios for a USD 5m drilling rig reactivation and for a five-year offshore drilling contract with Dragon Oil in Turkmenistan, with expected revenue of c. USD 100m.
- Redesigned and prepared several 20-slide plan presentations for senior management.
- Created and managed the company's Wikipedia, Google Business and 2GIS pages and improved its search visibility and online profiles (1000+ profile views per month).

EXPERIENCE

Assistant Manager May 2024 – Aug 2024
KAZYTEC *Astana, Kazakhstan*

- Organised six meetings with senior officials from the Ministry of Defence, National Guard, State Security Service, National Security Committee and Navy, and prepared practical field tests; the meetings converted into a cooperation agreement and the sale of 50 drones worth USD 2.4m.
- Acted as the link between 15 employees who did not share a working language: interpreted day to day and helped agree job expectations.
- Helped the manager plan and delegate work before the contracting season; preparation finished 30% ahead of schedule.

PROJECTS

- **Shadow Detect**, risk-scoring platform for a regional tax-compliance pilot (Python, FastAPI, React): ranks 9,640 registered businesses on 15 shadow-economy signals from 5 utility, registry and tax data sources, with pseudonymised data, an encrypted vault and 166 automated tests.
- **Sarap**, market data tool (TypeScript, PostgreSQL, Python, sarap.alfais.uk): crawls Kazakhstan's main property and car listing sites four times a day and records the price history that the sites do not keep; 90,000+ listings and 51,000+ price changes tracked, plus 298,000+ state tenders, where winning bids came in a median 21.4% under budget; its pricing model places the typical flat within 7.7% of model price.
- **Antipode**, quantitative research terminal (TypeScript, antipode.alfais.uk): portfolio analytics (time-weighted and money-weighted returns, VaR, drawdown), optimisers (minimum variance, Markowitz, hierarchical risk parity), option pricing with Greeks, regime detection with a hidden Markov model, and DCF valuation on SEC filings. 280+ known-answer tests check the maths engine.
- **Alas Food** (co-founder), food-rescue marketplace for Kazakhstan, pre-launch with 50 cafes signed and 5 testing the app (React Native, Supabase): consumer app and merchant dashboard in Kazakh, Russian and English with QR-code pickup and scheduled listings; access rules enforced in the database across 15 tables.
- **CFA Level II tutor system** (Python, TypeScript): eleven Telegram tutor bots, one per curriculum topic plus a study coach, each limited to its own volume through retrieval, with a web dashboard tracking exam readiness by topic and a 574-formula bank. Built for a Level II candidate.
- **Other builds**: Gos, career graph of 33,000+ Kazakh public officials; Coterie, invite-only dating app (220+ tests); Kuluar, anonymous professional community; Relation, personal CRM that finds warm-introduction paths (80+ tests); Parlor, party games played with phones as controllers (6 games, 230+ tests); alfais.uk, WebGPU personal site in three languages.

LEADERSHIP & ACTIVITIES

Co-founder and Treasurer Oct 2022 – May 2026
Central Asian-Turkic Edinburgh Society *Edinburgh, UK*

- Co-founded the university's first Central Asian society and grew it to 30+ members, working with the Embassy of Kazakhstan and societies at other universities.
- Produced the society's financial reports and approved spending for 6+ events a year, including Nowruz.

Member and Senior Analyst Oct 2023 – May 2024
Edinburgh University Trading and Investment Club *Edinburgh, UK*

- Wrote an equity research report on Take-Two Interactive (TTWO) in Excel with Capital IQ data: DCF, comparable company analysis and EBITDA analysis.