

MO VAHEDI

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EXECUTIVE SUMMARY

- **Built and launched an autonomous AI agent platform** that runs **end-to-end product operations** (sourcing, content generation, categorization, pricing, multi-channel publishing) across **125+ categories** and **30+ orchestrated workflows**, replacing a full operations team and reducing time-to-market from **days to minutes**.
- **10+ years** leading full lifecycle delivery of **SaaS, B2B, B2C, Mobile**, and **enterprise** products from **inception** through **launch (0 to 1)**.
- Expert at **AI/ML recommendation** and **personalization systems**, **model training** and **tuning**, **responsible AI**, **search optimization**, **tagging** and **metadata**, **onboarding**, **profiles** and **accounts**.
- Exceptional at driving **multi-team execution**, managing **dependencies**, program **critical path** and **delivering** complex initiatives **on time** in enterprise and **compliance-heavy** environments.
- Great at **building** high-performing **teams**, aligning **cross-functional stakeholders**, and delivering **measurable business outcomes** at **scale**.

PROFESSIONAL EXPERIENCE

MABROSI

Founding Product Manager

Remote, CA

11/2024 – 02/2026

- Analyzed core **requests**, **requirements** and **market competition** to define the iOS/Android **MVP** for release.
- Built the **re-engagement platform** (email, push notification, in-app prompts) that **converted 20%** of the dormant beta users back to **daily active users**.
- Defined and managed the implementation of the main flows for D8ship such as: **Sign Up**, proprietary **Matchmaking Logic**, **Messaging**, **Conversation Style Quiz** and **Safety**.
- Applied latest design methods to create a **thorough, elegant, simple** and **progressive onboarding** experience for **maximizing activation**.
- Defined the key **monetization strategies** such as: **Free**, **Premium** and **Gold** tier with a variety of feature sets hitting **80% retention rate** for current beta test members.
- Developed the D8Ship App Guide, **Privacy Policy**, **Safety Tips**, **Quick Start**, FAQ and Community Guidelines.

ORACLE

Principal Product Manager

Redwood City, CA

03/2021 – 10/2024

- **Designed** and launched an **AI-powered** student course **recommendation** and **personalization** system, driving a **35% increase** in **engagement**, cutting **drop-offs** by **50%**, and increasing **conversion** rate by **15%**.
- Partnered with **Data Scientist** and **ML teams** to improve the model's **offline performance**, boosting **precision** by **50%** and recall by **30%**.
- **Eliminated** the **cold-start** problem for **newly onboarded** students by applying specialized **deep learning techniques** and defining safe rules for **recommendations**.
- Planned and **executed** the **online evaluations**, including **UX**, **A/B testing**, and **interleaving** achieving a **20% improvement** in **model relevance** and a **30%** increase in **user satisfaction**.
- **Shipped** and **launched** an end-to-end **Tagging mechanism**, reshaping metadata organization, search, reporting, and automation across the entire SCM platform.
- **Led** the complete **overhaul** and **optimization** of **onboarding** flows reducing **drop-offs** by **80%**, **doubling** completion speed, and **lowering post-launch development** effort.
- **Initiated** and **ran** enterprise-wide compliance effort (**COPPA**, **HIPAA**, **FERPA**, and **CCPA**), reinforcing platform trust and audit readiness while preserving top-tier client credibility.

- **Shipped** an **SCM Monitoring Platform** that slashed **swivel-chair** operations by **30%**.
- **Led** and **mentored** a team of **five Product Managers**, building cross-domain **alignment** and giving teams clear ownership that improved **delivery velocity** and raised **product release quality**.

5th KIND

Product Manager

Los Angeles, CA

09/2018 – 03/2021

- **Optimized search performance** by analyzing search usage data and implementing improvements, increasing **speed** by **60%** and **result relevance** by over **40%**.
- Executed strategic **product trade-off** decision that secured **\$3M** in **renewal revenue** and influenced onboarding of a **new enterprise client**.
- Drove companywide **Agile transformation** (SCRUM, Kanban), cutting **bug reports** by **50%** and accelerating **feature delivery** by **50%**.
- **Managed** the **integration** with third-party service **Box.com** into the asset workflow, increasing content distribution efficiency and boosting **user engagement** by **25%**.
- **Delivered** a full end-to-end enterprise **annotation** and **approval** workflow for digital asset reviews with **90% adoption** rate across teams and **significantly reducing** approval **timeline**.
- **Launched** 5th Kind's DAM iOS and **Apple TV** apps from **concept** to **launch (0 to 1)**.

RAYTHEON

Product & Program Manager

El Segundo, CA

04/2016 – 08/2017

- Managed **multi-phase** product release and roadmap and led cross-functional coordination to launch a new solution, hitting over **60% adoption rate** across the targeted business unit(s).
- Oversaw end-to-end high-visibility programs from inception to delivery, maintaining full **compliance** with **ITAR**, **IRAP**, and **FedRAMP** standards across solutions.
- Introduced **tooltips**, **micro-animations**, and **guides** to improve self-serve **usability**, driving **20% WAU Product-Led Growth** and reducing dependency on support teams.
- Set up and operationalized **program-level KPIs** and executive dashboards, delivering cost, schedule, and risk visibility across multi-phase, **multi-million-dollar** initiatives.
- Built and managed **integrated master plan** with **critical path** tracking, aligning deliverables across cross-functional teams.

SKILLS

AI & ML: Agentic AI, Multi-Agent Orchestration, AI Pipeline Design, Prompt Engineering, Retrieval-Augmented Generation (RAG), Applied Machine Learning, AI-Powered Recommendation and Personalization Systems, Generative AI, Large Language Models (LLMs), Responsible AI, Model Evaluation (Offline, Online, Human), MLOps

Product Management: Roadmap and Prioritization, Product-Led Growth (PLG), Go-to-Market (GTM) Strategy, A/B Testing, Minimum Viable Product (MVP), Design Thinking, Change Management

Agile & Product Delivery: Agile, Scrum, Kanban, SAFe, Metrics Tracking, Sprint Planning, Continuous Improvement, Release Management

Cloud Platforms: AWS, Azure, OCI

Leadership & Collaboration: Client Relationship Management, Executive Communication, Strategic Thinking, Risk Analysis and Mitigation, Team Alignment and Leadership

EDUCATION

California State University, Fullerton – M.S. Computer Science

Azad University – B.S. Software Engineering