

Seasoned AI/ML product leader with 11+ years of experience. Proven track record of leading technical teams to build high-scale applications that influence over \$6B in annual revenue. Combines strategic thinking, product execution skills and technical expertise in agentic AI, machine learning, data processing and software development to ship products that drive significant business outcomes.

Experience

Amazon | Oct 2017–Present

Seattle, WA

Product Lead (Mgr.), Amazon Ads Sales – AI-Powered Pitching | Oct 2025–Present

- Leading a 12-member cross-functional team of product managers, scientists and engineers to deliver an agentic AI system for automating sales pitch generation for advertisers; targeting 30% revenue lift and 50% sales team productivity improvement.
- Launched a planning agent that powers personalized pitch deck creation by delivering a user-validated plan to assemble pre-existing insights or to create new insight content from raw data; improved sales team productivity 10%, boosted revenue 8%.
- Delivered a content gathering agent powered by a semantic data layer containing first and third-party data, insights and their embeddings, enabling AI-driven pitch deck creation through relevant content retrieval; improved sales team productivity 12%.
- Launched an agentic analytics engine that maps natural-language requests to the right data and query, then runs the analytics workflow end to end to create new insights for pitch content; improved sales team productivity 12%.
- Created a pitch-deck rendering agent, enabling the pitch generation system to autonomously assemble insights and other content into advertiser-ready personalized decks; improved pitch-builder productivity by 16%, drove pitch adoption rate 10%.

Product Lead (Mgr.), Amazon Ads Sales – AI-Powered Recommendations | Apr 2021–Oct 2025

- Led cross-functional team of product managers, program managers, scientists, engineers and GTM specialists to launch Amazon Ads Sales' recommendation platform, including lead generation, ad recommendation, and performance forecasting services.
- Delivered "Advertising Opportunities" lead generation product, using unsupervised learning and anomaly detection system to identify accounts and brands in need of advertising intervention; generated 18% incremental lift in annual revenue.
- Launched "New Ad Campaign" recommendation system, combining GenAI and predictive ML to suggest relevant campaigns, including campaign type, advertised product and target type suggestions; generated 13% incremental lift in annual revenue.
- Shipped "Active Campaign Optimization" recommendation system, leveraging LLM-generated embeddings and unsupervised learning to identify low performing campaigns and suggest improvements; generated 8% incremental lift in annual revenue.
- Built a recommendation performance forecasting tool to predict 7-day campaign outcome metrics, improving advertiser trust in campaign creation and optimization recommendations and boosting adoption rate by 1200 bps.
- Deployed an ML-powered ranking system to prioritize campaign recommendations using causal post-adoption lift in sales team outcome metric (expected incremental revenue), improving avg. salesperson quota fulfillment by 1000 bps.

Science Lead (IC), Amazon Ads - Recommendation Science | Jun 2020–Apr 2021

- Built an ad campaign budget recommendation system to identify high-performing campaigns at risk of budget exhaustion and create optimal budget increment suggestions, achieving a 50% adoption rate among sales-managed advertisers.
- Developed an ML-powered "products to advertise" recommendation tool predicting ad conversion rates and incremental sales for products in advertisers' Amazon retail catalogs, achieving a 30% adoption rate among sales-managed advertisers.

Product Lead (IC), Amazon Devices | Sep 2018–Jun 2020

- Delivered Device Engagement Forecasting (DEFT), a service used across product development, marketing, and sales planning for Fire Tablets, Kindles, and Echo devices; improved sales planning accuracy by 5% and improved user engagement by 2%.

Product Lead (IC), Amazon Transportation Services | Oct 2017–Aug 2018

- Launched the HIPRAK program improving Amazon's 2-day delivery coverage in Hawaii, Puerto Rico, and Alaska using Amazon's Sort Center and Air networks, delivering \$90M in annual cost savings.

Education

University of Michigan (Stephen M. Ross School of Business)

Ann Arbor, MI

Master of Business Administration, Apr 2017

Indian Institute of Technology (BHU)

Varanasi, India

Bachelor of Technology, Chemical Engineering, May 2011

Skills

Product Development Lifecycle: User & Market Research, Product Strategy & Vision, Roadmap Development, Feature Prioritization, Go-to-Market Strategy, User Testing and Launch, Feedback Collection & Reporting

Leadership: Cross-Functional Leadership, Stakeholder Management, Executive Communication, Team Building, Performance Management, Mentoring, Agile Product Development, GenAI-based Productivity Improvement

Technical: Agentic/GenAI Applications, Predictive ML Systems, Unsupervised Learning, Ranking & Personalization, Forecasting, A/B Testing & Causal Inference, System Design, AI Engineering, MLOps, Python, SQL, Spark, AWS, GCP