Ash Reddy

AI Product Manager | Agentic Systems, Strategy & Data/AI Leadership
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MBA, Class of 2025, University of Chicago Booth School of Business

PROFESSIONAL SUMMARY

Strategic and technical leader **with 9+ years driving data-driven products, analytical solutions, and AI/ML systems**. Expert in **architecting agentic AI systems**, with practical knowledge of the AI/LLM landscape, model types, AI engines, and their optimal applications. Former **Big 4 consultant** experienced in leading cross-functional teams, executing GTM plans and product roadmaps.

AI Agents Built: Deal Sourcing, Competitive Analysis, Competitive Positioning Mapper, Negotiation Prep, Zapier-based Newsletter
AI Certifications: AI Agents for PMs, AI Product Dev: Tech Feasibility & Prototyping, AI Architecture Integration, Prompt Engineering

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA)
Chicago, IL
University of Chicago Booth School of Business   *September 2022 – June 2025*
- **Concentrations:** Strategic Management, Finance, Analytic Finance, Operations Management, and Entrepreneurship
- **Relevant Coursework:**
   - **Strategy & Product:** Tech Strategy, Competitive Strategy, Marketing Strategy, Pricing, New Venture Strategy
   - **Finance:** Entrepreneurial Finance & PE, Investments, M&A Strategy, Institutional Private Capital, Accounting
   - **Operations Management:** Supply Chain, Quantitative Consulting, Microeconomics, Negotiation

MASTER OF SCIENCE IN MANAGEMENT INFORMATION SYSTEMS
Arlington, TX
University of Texas   *August 2016 – May 2018*

BACHELOR OF SCIENCE IN ELECTRONICS AND INSTRUMENTATION ENGINEERING
Hyderabad, India
Jawaharlal Nehru Technological University   *August 2012 – May 2016*

CAREER HIGHLIGHTS

- **At DataMaze.ai, improved operational efficiency by 30% for retail clients:** Led development of an AI-powered decision-support platform with root-cause analytics and human-in-the-loop recommendations features.
- **At Bigsteam, increased lead generation fivefold & adoption by 40%:** Directed GTM strategy and aligned roadmap to market needs for FPGA-accelerated analytics platform across on-prem and cloud deployment channels.
- **At Ernst & Young, reduced logistics costs by 15% at Ajinomoto Foods NA:** Led supply chain transformation, implementing digital visibility tools and streamlined logistics strategies that significantly cut operational expenses.
- **At Ernst & Young, led digital strategy initiatives at Wawa to enhance customer experience:** Partnered with leadership to establish a digital-first strategy and operating model, ensuring service consistency while boosting revenue across 900+ stores.

EXPERIENCE

HEAD OF PRODUCT
Sunnyvale, CA
DataMaze.ai   *July 2023 – Present*
- **Improved operational efficiency by 30%:** As part of founding team, led development of an AI-powered decision-support platform for retail fulfillment operations.
- **Led AI/ML implementation and insights delivery:** Directed integration of LightGBM models and rule/retrieval-based recommendations, guiding client teams to actionable operational improvements.
- **Accelerated product delivery and team performance:** Managed cross-functional teams across data engineering, ML, UX, and cloud, achieving a 95% sprint goal completion rate.
- **Shaped product vision and strategic roadmap:** Defined priorities and led execution to align platform capabilities with business goals, maximizing client impact and operational efficiency.

Key Skills: Product Strategy, AI/ML Integration, SaaS Product Development, Cross-Functional Leadership, Roadmap Prioritization, Data-Driven Decision Making

MANAGEMENT CONSULTANT
Chicago, IL
Ernst & Young   *March 2022 – June 2023*
- **Reduced logistics costs by ~15% at Ajinomoto Foods NA:** Led supply chain transformation, implementing digital visibility tools and streamlined logistics strategies that significantly cut operational expenses.

- **Led digital strategy initiatives at Wawa to enhance customer experience:** Partnered with leadership to establish a digital-first strategy and operating model, ensuring service consistency while accelerating revenue growth across 900+ stores.
- **Uncovered $15M+ in value through diagnostics and forecasting:** Drove strategic assessments across finance, supply chain, and customer analytics, delivering multi-million-dollar efficiency gains.
- **Influenced $10M+ executive decisions:** Developed KPI frameworks, market scans, and actionable recommendations that shaped leadership strategies.
- **Delivered multi-million-dollar transformation programs:** Directed PMO functions, managed risks, and aligned stakeholders across initiatives.

Key Skills: Strategic Planning & Execution, Cross-Functional Leadership, Digital & Data Transformation, Financial Forecasting & Modeling, Executive Communication & Presentation, KPI Design & Measurement, Stakeholder Management

PRODUCT MANAGER
Mountain View, CA

Bigstream Solutions Inc. *December 2019 – March 2022*

- **Increased lead generation fivefold & adoption by 40%:** Directed GTM strategy and aligned roadmap to market needs for FPGA-accelerated analytics platform across on-prem and cloud deployment channels.
- **Launched cloud-based SaaS offering:** Managed marketplace deployments on AWS, Azure, and Qubole, expanding TAM and accelerating revenue opportunities.
- **Optimized product performance against competitors:** Conducted benchmarking and performance analyses to guide roadmap and engineering priorities.
- **Led customer-driven product strategy:** Partnered with customers and technologists to extract insights, prioritize features, and shape the product roadmap.
- **Represented Bigstream externally to influence market perception:** Led product advocacy at conferences and events, building credibility and gathering actionable market feedback.
- **Led multiple client PoCs:** Directed end-to-end Proof-of-Concept engagements, including evaluating current client solution, designing optimal solution, and managing deployment planning.

Key Skills: Product Strategy & Roadmap Prioritization, Go-to-Market (GTM) Strategy, Product Launch & Adoption Strategies, PoC Management, Customer & Market Research, Performance Analysis, Cloud SaaS Deployment, Market Positioning

SENIOR DATA ENGINEER
Richmond, VA

Capital One *August 2018 – December 2019*

- **Delivered 4M+ marketing emails weekly by migrating ETL and analytics workloads to the cloud:** Improved scalability, reliability, and security of marketing operations.
- **Accelerated marketing insights with analytics pipelines:** Enabled faster engagement and conversion tracking, supporting data-driven campaign decisions.
- **Achieved CCPA compliance across 9 sub-teams:** Coordinated cross-team efforts to ensure regulatory compliance.

Key Skills: Data Engineering, Cloud Migration, ETL Development, Analytics & Reporting, KPI Tracking, Data-Driven Decision Support

PREVIOUS EXPERIENCES: Big Data Engineer, *Marlabs Inc;* **Data Engineer**, *Quandl*

SKILLS

Product Management: Technical Product Management, Software Product Management, Product Strategy, Strategic Marketing, Growth Strategies, B2B, Product Vision, Product Planning, Product Road mapping, Product Development, Product Innovation, Concept to Launch, Product Launch, Product Lifecycle Management, Product Service, Product Marketing, Product Strategies, Market Analysis;

Strategy & Leadership: Strategy Implementation, Strategic Thinking, Supply Chain Strategy, Merger and Acquisition Strategy, Decision-Making, Business Relationship Management, Early-Stage Startups, Startups, Key Metrics, Communication, Team Leadership, Cross-functional Team Leadership, Consulting, Enablement, Skill Development;

Operations: Project Management, Project Leadership, Operations Management, Troubleshooting, Contractor Management, Release Management, Agile Methodologies, Workflow Automation;

Technical Skills: Data Analysis, Business Analytics, Data Aggregation, Data Engineering, Data Warehousing, Data Visualization, Analytical Skills, SQL, Tableau, Microsoft Excel, Big Data, Hadoop, AI, ML, R&D, Azure, AWS, Python, GraphQL, Cypher, Neo4j;

Others: Sales Enablement, CRM, Audience Segmentation, User Research, Data-driven Decision Making, SEO, Email Marketing;
Certifications: AWS, Neo4J/GraphQL, Tableau, Snowflake (In progress)