

Sabtain Khan

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EXPERIENCE

IBM Watson, New York City, NY

Lead Product Manager, Visual Recognition & Discovery, October 2018 - Present

- Led 2 teams of 15+ engineers and researchers to build a roadmap and deliver features.
- Launched several features including: Object Detection, UX/UI for Discovery, Developer Tools
- Pivoted the IBM Watson computer vision story by positioning the API to upsell to enterprise heavy solutions for manufacturing and industrial markets.
- Improved product GP by +500% by prioritizing effort to reduce cost and optimize backend.
- Increased monthly active users by +100% and reduced churn by 20% through nurturing via email campaigns, user experience improvements, and marketing efforts.
- Engaged with several Fortune 500 and high visibility companies to help bring their use cases with computer vision to market.

Senior Product Manager, Developer Experience, January 2017 - September 2018

- Defined MVP and launched a developer console for IBM Watson, forming roadmap, leading technical strategy w/ 15+ engineers and designers.
- Grew Developer SDK libraries from 5 supported languages to 10+.
- Improved usage conversion to Watson +100% through UX research and A/B testing.
- Designed and launched product pages for developers, increasing sign up rate +50%.
- Improved usability in Watson and IBM's API docs and reference by reducing 'Try it Out' friction after performing research and understanding user behavior.

Product Manager, Watson Assistant, April 2016 - December 2016

- Priced and created the business plan for Watson's leading SaaS solution.
- Reached 10x more clients through market research and by positioning product to solve common use cases across several industries.
- Automated IBM Watson's metric dashboard for the entire portfolio to allow product and development teams to track KPIs and perform analysis on products.

IBM Finance, Watson & Watson Health, April 2014 - April 2016

- Managed spending and investment for resources and technology at IBM Watson.
- Assisted in due diligence of acquisitions, managed budget >\$1Bn, led Apple initiative, reduced realized expense by >\$10M through depreciation.

EDUCATION

Michigan State University, East Lansing, MI — Aug 2006 - May 2010

- Bachelor of Art's, Finance
- Michigan Merit Award Scholarship
- Media Chair - Muslim Students Association

PROJECTS

Rooted Pakistan — Boston/New York, For-Purpose, October 2018 - Present

<https://www.rootedpk.com>

- Connect Pakistani Americans with volunteer opportunities at social enterprise organizations in Islamabad, Karachi, and Lahore.
- Pilot launched with 15 volunteers in December at various orgs for >1-2 days each.

SKILLS

Product & Roadmap: Github, AHA, Backlog and release management, Agile development

UI/Design: Adobe Photoshop/Indesign, Sketch

UX/Research: Optimizely, Fullstory, hotjar, Invision, Interviews w/ clients + prospects

Analytics: MS Excel w/VBA, Amplitude, Cognos

Code: HTML/CSS, SQL

PANELS & PRESENTER

Panel on Federated AI on Edge devices (Nov 2018)

Panel on Visual Inspection with Watson (Feb 2019)

Tech Duels - Debating AI Ethics and Bias (June 2019)

Key presenter for Watson @ US Open & CES (2016-2019)

Led Workshops / Hackathons for Watson & AI (2016-2019)

Panel on AI at DMLA 2019

LANGUAGES

English (Native)
Arabic (Basic)