

*Note: This is a summary, not a full resume.
Interested in the full story? Email me at seanziogas@gmail.com*

Sean Ziogas

Los Angeles, CA • seanziogas@gmail.com • (860) 681-3880

[LinkedIn](#) • [GitHub](#)

Product & GTM Strategist | Applied AI/LLMs | Scaling Usability, Intelligence & Growth

Summary

Multidisciplinary product and GTM professional with 7+ years scaling AI tools from MVP to production. I blend usability, intelligence, and strategy to drive measurable impact across startup and enterprise environments. Hands-on with LLMs, Python, and UX, known for turning ambiguity into adoption.

Key Skills

AI & Engineering: LLMs, Prompt Engineering, LangChain, Python, SQL, Javascript, Typescript, React, Node

Product: Roadmapping, MVP Scoping, UX, PLG, Product & Platform Dev, cross-functional

Go-to-Market: Expansion Strategy, Revenue Enablement, Customer Success, ABM, Strategic Partnerships

Execution: Agile Workflows, Stakeholder Alignment, Technical Implementation

Experience Highlights

Placer.ai — GTM & Product Strategy

- Closed **\$4.2M+ ARR** by aligning AI product features with customer priorities
- Partnered with Product & CS teams to build scalable onboarding and drive adoption of AI-powered insights

Hyperscience — Technical Account Manager & AI Solutions

- Delivered **\$6M expansion revenue** by implementing ML-powered automation in regulated markets
- Built internal GTM playbooks that increased AI customer retention by **31%**

BlackLine — Strategic AE (Team Lead)

- Generated **\$2.5M+ in new revenue** via ABM and consultative selling
- Designed onboarding tools that boosted pipeline conversion by **32%**

Exo Alien — Technical & Growth Advisor

- Deployed GPT-based personalization systems across Shopify for a DTC fashion-tech brand
- Automated recommendations and campaign workflows

AI Projects & Technical Builds

Adaptive Productivity Platform

- Built an AI productivity and planning platform with 10+ AI features (mood tagging, goal alignment, intelligent prompts) using Python, LangChain, and custom LLM logic.
→ Drove **28% activation lift**, improved LLM output quality by **35%**

Scoutek: Pitch Optimization Engine

- Trained a PyTorch model on 1M+ MLB pitch-by-pitch data to recommend optimal pitch sequences.
→ Built interactive visualizations and benchmarked using real-game data

Deep Learning Forecasting Engine

- Created an **LSTM model** with custom backtesting pipeline for securities/derivatives forecasting.
→ Achieved **12% accuracy gain** vs. baseline indicators