

Vyacheslav Guch

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SUMMARY

AI Product Manager with 2+ years of experience with strong analytical, technical background, specializing in full ownership of shipping AI/ML/GenAI products from concept to commercialization. My portfolio includes 6+ AI products that have reduced client operational costs by 40-50%.

WORK EXPERIENCE

Product Manager — Stealth Startup(10+ years on HRtech market) May 2025 – Present

- Defined the product strategy and roadmap for a suite of three AI-driven HR tools, delivering **-43%** cost-per-hire, **-58%** quiz authoring time, and a planning cycle cut from **30 days to 4 days**;
- Led customer discovery by conducting 30+ JTBD interviews with enterprise clients, identifying key pain points; Accelerated the delivery of production-ready solutions for 3 enterprise clients within the first two months in the role.

Product Manager — [shperling.ai](#)(AI native startup for Ops) June 2024 – May 2025

- Built the enterprise LLM product from zero; owned strategy, P&L, and roadmap which **secured \$22k in pilot revenue and contributed to a \$5M pre-seed valuation**.
- Shipped 3 major enterprise features—RAG deployments, text-to-SQL analytics, and AI support automation, which **reduced client operational costs by up to 50%**.
- Built the GTM engine: implemented ABM cadence (3k+ contacts, 5% conversion, 15% pilot conversion), accelerated feature delivery by 20%, and generated 10+ enterprise pilot requests

Project Manager — Daily Challenge VC Sept 2023 – June 2024

Built data-driven OKR system for program, scaled from 30 to **150 DAU participants** through automated business operations(Notion, Airtable, Make) leading **10** cross-functional teams, driving **40% retention increase**. Created dashboards and KPI taxonomy for exec decision-making.

Big Data Analyst — Beeline Kazakhstan June 2023 – Sept 2023

Refactored a multi-SIM detection model by optimizing feature selection, improving the F1 score by 30% and enhancing fraud detection. Developed and deployed SQL triggers within data pipelines (PySpark, Kafka) to support a new app gamification feature.

EDUCATION

HSE University, *Applied Math & CS/ Merit Scholar*

Main courses: Linear Algebra, Calculus, Algorithms, ML, efficient DL, MLOps, CV, LLMs

Google Project Management Specialization, Coursera

Mastered end2end Agile Project management through 6 hands-on projects from scratch

PROJECTS

PM study Cheatsheets

[Link](#)

400+ page PM toolkit with frameworks, checklists, and experiment templates from top companies. Standardizes decision-making, enables teams to ship faster with lower risk.

DANO olympiad, HSE x Tinkoff

[Link to repo](#)

Led 5-person analytics team through movie-ticket sales lifecycle EDA, hypothesis testing, and statistical validation. Delivered recommendations on pricing and scheduling that got us winner place.

SKILLS

Technical Skills: ML System Design, Agentic AI, SQL, Python, A/B-testing, ML Evaluation, Scenario modelling, vibe-prototyping(loveable, cursor, gamma)

Core Competencies: Product Strategy, P&L Ownership, Unit-economics, Jira, Confluence, Product Analytics, GTM strategy, Market research

Certifications: Google PM, karpov.courses SQL, Tinkoff DL, YSDA NLP, HSE PM