Aidana Daulbayeva

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0→1 product leader with a decade of experience shipping successful software for over 30M users
Shipped Voice AI agents at iyo (Google X spinoff) and RadiantGraph, **leading to $500K ARR**
Ex-founder from MIT Media Lab who translated NLP/CV research into an **AI communications coaching startup**

Experience

RadiantGraph (AI personalization for healthcare), San Francisco, CA   2024 – Present
Principal Product Manager (full product experience, first and only product hire)
- Defined roadmap, end-to-end product flow, and competitive positioning for enterprise AI personalization platform
- Launched client portal that increased customer engagement by 30% and reduced support requests by 25%
- Designed and shipped Voice AI Studio that streamlined patient program enrollment, increasing the rates by 40%
- Streamlined sales demos with AI prototyping and created "show not tell" culture helping to lift sales, resulting in 4 new enterprise partnerships worth $1.8M in ARR
- Led AI evaluations for GenAI products, including Content Generation tool and Voice AI studio. Created a process with automated and human led evals, eventually establishing benchmarks that improved output quality by 35%
- Created a sprint structure and meeting culture for product&research teams that helped ship the roadmap 2X faster
- Streamlined product/eng team hiring processes, closing job postings within 30 days

iyo.audio (AI wearable + voice OS, Google X spinoff), San Francisco, CA   2023 – 2024
Senior Product Manager (focused on voice OS developer platform & app)
- Designed and launched MVP of voiceOS developer platform by conducting comprehensive market and user research, defining product requirements, technical specifications, voice UX guidelines, and roadmap
- Developed voice AI chat app that attracted first 1,000 users within three months of launch
- Secured product showcase at TED, resulting in 150+ partnership inquiries and 40% increase in developer sign-ups

Project Us (AI leadership coaching, MIT Media Lab spinoff), Cambridge, MA   2021 – 2023
Co-founder (focused on productizing research & designing MVP & pilot)
- Transformed ML research project into a viable software product, securing $100K in grant funding and acquiring first enterprise customer within six months of launch
- Led 100+ user interviews to identify needs, defined product roadmap, and delivered an AI coaching platform with 85% retention

POWR (Shopify app ecosystem), San Francisco, CA   2019 – 2021
Growth Product Manager (focused on overhauls & integrations)
- Increased conversion and revenue by 70% through data-driven product overhaul
- Led the product to #2 ranking on Shopify App Marketplace and 45% higher user retention, contributing to successful acquisition by Pluribus

Pinemelon (local-first online grocery), Kazakhstan & Denver, CO   2017 – 2019
Founding Product Manager (focused on ecomm app & go-to-market & operations)
- Scaled the product & operations from 0 to 300 daily orders, launched iOS and android ecommerce apps
- Designed loyalty program boosting retention by 35% and architecture for WMS that reduced fulfillment time by 60%

Education

Massachusetts Institute of Technology (MIT), Cambridge, MA   **MSc in Engineering and Management**
Nazarbayev University, Kazakhstan   **BEng in Electrical Engineering and Computer Science**