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Top Skills

Artificial Intelligence (AI)
UX Research
Mobile Application Development

Languages

French (Professional Working)
English (Native or Bilingual)
German (Native or Bilingual)
Mandarin (Professional Working)

Certifications

Salesforce Certified Service Cloud
Consultant
Tableau 10 - Master Tableau in Data
Science, Advanced Training
Node with React: Fullstack Web
Development
Tableau 10 A-Z: Hands-On Training
for Data Science
Solidity 102 - Advanced

Mike Nedelko

Chief Product Officer | Technical Product Leader with an
Entrepreneurial Edge | Speaker
San Francisco Bay Area

Summary

With over 15 years in product management, including 6 years as a product executive, I've led product strategy and development for Fortune 500 companies, startups, UN agencies, universities, and enterprises. My career is marked by leading global teams across design, engineering, marketing, and sales, creating products that reach millions.

KEY ACHIEVEMENTS:

End-to-end Product Management:

Created developer platforms, open-source tools, and enterprise applications used by millions worldwide.

Revenue Scalability:

Developed strategies fostering innovation and scaling revenue models.

Strategic Partnerships and Exits:

Cultivated partnerships leading to lucrative exits and sustained success.

MY DAY-TO-DAY FOCUS:

1. Collaborating with executive teams to deliver market-resonant products.
2. Developing strategic roadmaps impacting business goals through deep customer and market understanding, data analysis, and experimentation.
3. Transitioning products from concept to validation, resulting in high-quality releases that enhance user interaction and drive network effects.

MY ETHOS:

I approach each project with an entrepreneurial mindset, viewing challenges through the lens of ownership and innovation. I aim

to transform customer pain points into opportunities, driving the business forward and delivering exceptional value.

WHAT I LOVE DOING:

I love mentoring and coaching high-performing teams and see myself as a reliable partner to engineering, design, marketing, sales, and finance to:

(A) Build scalable platforms that deliver high-quality experiences.

(B) Show results with pragmatic roadmaps, prioritization, and urgency.

(C) Deliver against well-articulated roadmaps, combining proven strategies with new ideas.

CORE COMPETENCIES:

PRODUCT

Product Strategy & Vision

End-to-End Product Dev & Lifecycle

Value Prop & Roadmap Execution

Product Validation & Discovery

Agile Backlog Management

TECHNICAL

ML & AI Data Science, A-Z

Data Lakes & Algorithms

API Architectures & DevOps

Terraform, Docker, Kubernetes

TypeScript, Python, Node.js

Growth Leadership:

LEADERSHIP

6 Years of Executive Leadership

Leading & Motivating Teams

High-Performance Coaching

Product Metrics & Models

CEO Partner to Drive EBITDA

Experience

Syncopy.ai

CEO & Founder

March 2025 - Present (3 months)

Brisbane - Australia, San Francisco - California, London - UK

At Syncopy.ai, I help startups scale smarter and faster through Fractional CPO and AI product advisory services — without the cost of a full-time exec. As Founder, I bring 15+ years of product leadership to guide strategy, validate ideas, align teams, and leverage AI for growth. Core Services include:

PRODUCT VISION & STRATEGY

Craft a compelling roadmap aligned to business goals. Turn vision into action.

USER RESEARCH AND VALIDATION

Uncover customer needs, test assumptions, and de-risk decisions fast.

PRODUCT MARKET FIT & INNOVATION

Iterate toward traction and scale with customer insight and disciplined experimentation.

AI ADVISORY, IMPLEMENTATION & INTEGRATION

Leverage AI to gain competitive advantage — from strategy to implementation. I help teams scope, validate, and ship AI-powered features using LLMs, machine learning, and automation that actually solves user problems.

LEADERSHIP & TEAM MENTORSHIP

Level-up your team, install strong product culture, and bridge cross-functional gaps.

TECHNICAL DUE DILIGENCE & PROBLEM SOLVING

Get clear answers on what's working, what's not, and where to focus next.

Zeligate

Head of Product

September 2024 - March 2025 (7 months)

Zeligate.ai is building the future of workplace productivity through AI-native workforce assistants. I was brought in by the board and founders to define and lead the company's product strategy, AI innovation roadmap, and business direction. As part of the executive team, I drove the conceptualization of new AI-first products while shaping and maturing the core Zeligate platform—

focused on enabling context-aware, non-deterministic user experiences for SMBs and enterprise teams alike.

KEY ACHIEVEMENTS:

Increased Zeligate's user conversion rate from 2% to 20% in under four months through iterative AI product tuning, funnel diagnostics, and experience redesign.

Led the design of AI-driven assistant workflows enabling non-linear, non-deterministic user experiences- transforming static task automation into adaptive, intelligent user experiences. This saw Zeligate placing #1 on @GenerativeAI's Top AI tools to watch in 2025 (see: <https://bit.ly/4l2cFjJ>).

Co-led the company's strategic direction with the CEO, delivering a vision and roadmap for a scalable, extensible AI workforce platform that continuously learns and adapts to user behavior.

Built a research-driven product discovery practice combining grounded theory interviews, behavioral telemetry, and predictive signals to drive feature prioritization and experience optimization.

Transitioned Zeligate from MVP to a scalable SaaS platform by implementing structured prioritization frameworks and aligning AI model improvements with customer value and go-to-market readiness.

Connectria

Chief Product Officer

September 2020 - October 2024 (4 years 2 months)

St Louis, Missouri, United States

The board and founder brought me in to transform the company into a product-led SaaS company, delivering and scaling its multi-cloud management platform and securing a successful acquisition within three years. As part of the executive team, I have led Connectria's company-wide product direction, vision and strategy. I leveraged my deep technical understanding to manage and guide the company's 4 (four) product engineering teams in the platform's conceptualization, discovery, requirements, architecture, development, QA and scale.

KEY ACHIEVEMENTS:

Worked with the CEO, COO, and CTO to develop and drive the product vision, increasing company revenue 2X in the first and 4X in the second year before successfully delivering an exit in the third year.

Developed, led and executed the company's software-driven product strategy, delivering 20x user growth while increasing user stickiness by 80% within one year.

Led, mentored, and managed 5 (five) cross-functional teams in the discovery, development, design, and launch of the company's Multu Cloud Management SaaS platform, increasing per-user engagement by 92%.

Drove groundbreaking AI & ML-driven product features, including research, prototyping, testing, and production, resulting in a 25% decrease in operating cost, 65% in user satisfaction and 50% in user retention.

Transitioned the company from a solutions-driven go-to-market mechanism to a tiered pricing, self-service onboarding, account and plan management platform.

Curated a community of 25 corporate partners and customers to provide customer and user feedback through quantitative and qualitative feedback pipelines.

Led both the company's product and technical due diligence, leading to a successful acquisition, transition and integration.

NodeSource

2 years 8 months

VP of Product

October 2019 - September 2020 (1 year)

San Francisco Bay Area

NodeSource is the principal distributor of the world's most popular JavaScript runtime: Node.js. I led the vision, strategy, roadmap, execution, launch, and scale for NodeSource's suite of 3 category-defining enterprise and open-source runtime, serverless, and developer products and provided technical leadership during its due diligence, leading to a successful exit.

KEY ACHIEVEMENTS:

Worked with the Founder & CEO to deliver exponential user growth and exceed the startup's commercial objectives by delivering new products and features end-to-end from concept to launch and scale.

Led the vision, strategy, roadmap, execution, launch, and scale for NodeSource's suite of B2B and B2C enterprise and open-source software, covering 3 (three) category-defining runtime, serverless, and developer products.

Led the Node.js team, registering 11+ million downloads of its binary runtime distributions per month while coordinating, reviewing, and releasing contributions by its fast-paced open-source community.

Awarded company-wide MVP within 6 (six) months for best-practice validation, market research and competitive analysis that crafted and produced a unified product vision, roadmap, and strategy based on customer insights & personas.

Launched a new serverless monitoring product, including AI-based scaling, in partnership with both Google and AWS.

Transformed the company's pricing strategy to a tiered self-service model, enabling the launch of a SaaS-based platform model.

Led technical and product due diligence and successfully sold and transitioned the company in May 2020.

Director Of Product

January 2019 - September 2019 (9 months)

San Francisco Bay Area

I led the product vision, strategy, and execution for NodeSource's SaaS, FaaS, serverless, and on-premises solutions, creating products that empower developers at leading tech companies to use Node.js at scale.

KEY ACHIEVEMENTS:

I drove ethnographic research, customer journey mapping, and persona development to ensure our products deliver unparalleled value and transform customer business practices.

I built NodeSource's Customer Council program, which featured 25 enterprise customers and 25 prominent open-source core contributors as part of the company's pre-alpha program, feedback, and validation pipeline.

Additionally, I forged strategic partnerships with industry giants like AWS and Google, executing joint product development initiatives and go-to-market activities that expanded our market reach.

Sr Product Manager

February 2018 - January 2019 (1 year)

I led the development and execution of NodeSource's product strategy, including roadmap planning, launch and scaling of four category-defining products that support some of the world's largest enterprises in developing, deploying and running mission-critical applications in Node.js.

KEY ACHIEVEMENTS

Led requirements definition, technical specification, agile project management, Q&A design, and launch for multiple product lines, including NodeSource's enterprise runtime and developer products.

Worked under the CEO to transform the company's product suite and pricing strategy based on customer personas and journey-maps.

Drove the conceptualization, execution, development, and growth of NodeSource's first SaaS-based product platform.

IOM - UN Migration

Digital Product Leader & Outreach Manager at IOM X & 6Degree.org

October 2014 - February 2018 (3 years 5 months)

Bangkok Metropolitan Area, Thailand

I led the UN's efforts to move beyond 'business as usual' by delivering agile, innovative products and digital experiences for IOM X, the organization's moonshot factory. This involved partnering with brands such as Microsoft, IBM, and Baidu to conceptualize, co-create, and launch new SaaS-based platforms, software products, and apps.

KEY ACHIEVEMENTS:

Managed products & partnerships with some of the biggest brands in tech to deliver new tools that change the way UN agencies raise funds and deliver humanitarian aid.

Led a cross-functional team to conceptualize and build a new crowd-funding platform in collaboration with Microsoft (see VICE.com: <https://bit.ly/3LwQz8c>). Its launch made the world's most-read publications, incl. the New York Times, Reuters, etc.

Led a Product Design Sprint, with IBM to deliver a household management app protecting the world's 53 million migrant domestic workers from exploitation by their employers (see here: <https://bit.ly/3y7bjAv>).

Led and delivered digital content strategy enabling 110 million content activations across East, South, and Asia Pacific within 9 months.

Built a team and introduced agile discovery and software development practices to successfully deliver, launch and scale both mobile and web-based applications.

Led viral go-to-market and brand awareness campaigns, generating millions of activations across Asia.

The Code

Principal Product Manager

November 2013 - November 2014 (1 year 1 month)

Bangkok Metropolitan Area, Thailand

The Code provided tourism businesses with a SaaS-based, self-service training and BPR products. I wholly owned the product's user acquisition targets, directed its go-to-market strategy to exceed customer acquisition targets, and secured strategic partnerships and enterprise customers to position The Code as a widely accepted industry standard.

KEY ACHIEVEMENTS:

Led the delivery, feature expansion, positioning, and marketing for The Code's cloud-based BPR and e-training platforms for the world's largest tourism businesses and their stakeholders.

Led lifecycle planning, execution, and GTM for The Code's core product based on customer feedback across 8 (eight) key markets.

Managed TheCode's three near and offshore engineering teams, delivering both product and technical requirements,

Identified and negotiated, delivered and launched 2 (two) critical go-to-market partnerships with PATA and IGLTA, doubling the organization's enterprise customer base within 8 (eight) months.

Led the conceptualization and delivery of enterprise features and exceeded expansion targets by onboarding key enterprise accounts, including Accor, Hilton and Delta Airlines.

Identified and negotiated the transfer of World Vision's Child Safe Campaign to expand The Code's digital campaign assets and product offerings. Delivered and launched 2 critical partnerships with PATA and IGLTA for enhanced channel marketing.

UNFPA

Digital Product Manager & Consultant

October 2012 - November 2013 (1 year 2 months)

Bangkok, Thailand

As an Australian Young Ambassador for Development (AYAD) I led the design, requirements mapping and execution of interactive online platforms, incorporating e-learning, games, animations, and live-streaming for engaging digital campaigns. I established partnerships with creative agencies, game developers, and production houses to create technology-driven solutions for mobilizing young people in the humanitarian response.

KEY ACHIEVEMENTS:

I collaborated with Google Hangouts to develop a virtual participation platform, enabling 300 young advocates from 6 countries to attend the International Conference in APAC remotely.

I crafted and executed strategies for a range of digital media platforms, including e-training apps and content leveraging YouTube, Twitter, and Google +, which equipped UNFPA NGO partners with tools to achieve sustainable engagement through technology-enabled content.

Additionally, I designed and delivered a UNFPA workshop on “Using Social Media to Mobilize Young People,” providing concrete tools and analytics-driven best practices to advance causes through digital content and distribution strategies.

Hunting-Cool

Product Management Consultancy

August 2011 - November 2013 (2 years 4 months)

Brisbane

My own entrepreneurial venture focused on fractional product management and consulting services, deploying cloud-based SAAS, web apps, CMS and CRM solutions whilst also providing analytics and SEO support to non-profit digital media campaigns. As a sole-trading consultant, I am proud to have counted UNAIDS, UNESCO, UNESCAP and Save the Children as clients for whom I have implemented technology-enabled change management projects focused on user adoption of digital systems, tools and newly developed products.

Bond University

Articulation Product Manager

January 2010 - October 2012 (2 years 10 months)

Australia

I led the development of Bond University's Degree Partner Platform and SaaS application. I also managed the university's portfolio of cross-institutional education products, which included the development and delivery of a new automated credit assessment system capable of evaluating applicants' transcripts for joint degrees, training programs, and education pathways through the partner platform.

KEY ACHIEVEMENTS:

In developing a new business unit for the university, I worked with the Director of Strategic Partnerships to implement the university's partnership program for student recruitment across 7 key markets.

Managed the university's portfolio of cross-institutional education products end-to-end. This involved leading the development of an automated system for academic credit transfers.

I managed a team of developers to design and deploy a SAAS-based solution and workflow integration that ensured partner agreements were consistently visible across student management and online application platforms.

German Trade Office Taipei

Digital Product Manager

August 2009 - March 2010 (8 months)

Taipei - Taiwan

I planned and managed a series of digital products and developmentg initiatives to improve the efficiency of the GTO's market entry services. This included developing a new HTML newsletter, tripling the GTO's advertisement revenues, recruiting advertisement partners and developing a CRM-based marketing automation module to enhance lead generation for advertising and market entry services.

Altivix Distribution

Product Manager

February 2009 - August 2009 (7 months)

Taipei - Taiwan

Altivix Software Distribution was a Taiwanese start-up company. I provided direct support to the venture's CEO in developing go-to-market strategies, and cultivated relationships with partners to develop the company's e-commerce, app-store and OEM sales channels for Altivix's first product: a mobile financial planning app. I also led the production and launch the Altivix online store, including UI, UX and CMS customization.

VTLG-Asia(偉博科技)

Marketing Coordinator

August 2008 - February 2009 (7 months)

Taipei- Taiwan

VTLG is a distributor of industrial components operating in Germany and Taiwan. I was in charge of planning, executing and managing the launch of a new product line in Europe, the EMA Light Tower, targeting manufacturing businesses in Europe and Taiwan.

'Go2T' Golf Event Management

Event Manager & CEO

January 2006 - January 2007 (1 year 1 month)

Salzburg - Austria

Developed, launched and managed new business in golf event management.

Education

Bond University

Master of Jurisprudence, Banking, Corporate, Finance, and Securities
Law · (2011 - 2013)

National Taiwan University

Languages, Mandarin · (2008 - 2009)

Bond University

Business, Marketing · (2005 - 2008)

Beihua University

Summer School, Mandarin (simplified) · (2005 - 2005)