Eric Nielson, EdD, MBA

Senior Product Manager | AI, Data Platform, and Growth

[Portfolio Link](https://idx-test2-3592241-4xeemoth6q-ul.a.run.app/) | New York City, NY | ericjnielson2@gmail.com | [LinkedIn](http://www.linkedin.com/in/eric-j-nielson)

SUMMARY

Product leader specializing in AI-driven and data-centric products, delivering $600M+ in business impact. Proven record of scaling product reach and revenue through new market entry and growth product management while retaining 80%+ of customers. Over a decade of cross-functional leadership/executive stakeholder management.

CORE SKILLS

* **Product Strategy:** 1-3 Year Planning | 0 to 1 Product Launch | Product-Led Growth | Discovery | GTM
* **Data & Analytics:** A/B Testing | Growth Modeling | Funnel & Cohort Analysis | Retention Analysis
* **Technical Knowledge:** AI/ML | Python | SQL | MCP | System Architecture | Experimentation | AI Evals

PROFESSIONAL EXPERIENCE

**Senior Product Manager, Komodo Healthcare** Mar 2023 – Present

*Lead Product Manager for AI and data product portfolio; responsible for both retention and product-led growth*

* Achieved **100%+ year-over-year** portfolio growth while retaining **80%+ of customers** through cross-functional roadmap alignment, disciplined release execution, and value-driven delivery.
* Architected and launched LLM-powered analytics features that **cut time-to-insight by 85%**, enabling over 50% of users to generate actionable insights in under 10 minutes.
* Launched a self-service data marketplace that shortened the data acquisition timeline from 1–2 weeks to **under 20 minutes**, eliminating manual dependencies and enabling scalable product-led growth.
* Lifted NPS from 22 to 30 and accelerated **product adoption by ~67%** by streamlining customer workflows and reducing pain points through AI-focused functionality.

**Senior Product Manager, Amazon** Jan 2022 – Dec 2022

*Led global ad products for 1B+ users/day during major holidays/events; responsible for automation and scale*

* Automated the creation and delivery of the Prime Day and Black Friday digital advertising product, scaling up to **1B users each day** and reducing operational workloads by 90% and errors by 80% year-over-year.
* Orchestrated the strategy, planning, and launch of a new global retail event, deploying predictive targeting and pricing models across 14 markets to generate **$42M+** in incremental revenue.
* Applied product hypothesis testing alongside engineering, marketing, finance, and sales enablement to optimize campaign performance, resulting in a **21% lift** in ad engagement.
* Scaled into seven new international markets, increasing global reach by 400 million users. Delivered a **17% revenue lift** through localized feature development and cross-regional pricing optimization.

**Product Manager, The Walt Disney Company** Nov 2019 – Jan 2022

*Designed and led custom data integrations across the portfolio; responsible for audience activation and targeting*

* Designed and launched **20+ custom** API integrations across strategic partners, driving over $10M in new revenue and scaling Disney’s partner product ecosystem to more than 200 million users.
* Directed the development of Disney’s audience activation framework, integrating first-party and partner data to personalize targeting across 200M+ users and increase campaign conversion efficiency **by 30%+.**

MILITARY EXPERIENCE

**Major, United States Air Force** Jan 2012 – Present

* Deputy Director of Operations; **leads over 60 personnel**, manages a $500M budget, and oversees clinical training and readiness to ensure a 100% mission-ready posture for worldwide patient evacuation.
* Led a 5-person team charged with training over 10,000 soldiers on aeromedical evacuation during a deployment to the Middle East, resulting in a 100% patient survival rate; **rated #2 out of 54 Captains**.
* Commanded a force of **72 Soldiers** during COVID-19 response operations supporting NYC hospitals; awarded the Army Commendation Medal for tactical and leadership excellence.

EDUCATION

Doctor of Education (EdD) – University of Southern California

Master of Business Administration (MBA) – Louisiana State University

Bachelor of Arts, Communication – University of Wyoming