Griffin Arkilic

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EXPERIENCE

2022 - Present
Booz Allen Hamilton | AI Solution Architect | Los Angeles, CA

AI Solution Architect (2025 - Present)
- Lead end-to-end implementation of AI solutions for 2 enterprise clients, translating business requirements into production-ready architectures serving thousands of government users
- Design and execute go-to-market strategies for AI-centric internal software products, shaping positioning, use cases, and adoption strategies in partnership with product and leadership teams.
- Serve as the primary technical and delivery lead for 4 major contract bids as well as RFIs/RFPs, bridging business objectives and technical systems to lead contract winning initiatives.

Technical Product Lead (Associate) (2024 - 2025)
- Led a team of 4 Tech Scouts to build and implement a net-new AI tech scouting process using modern AI tools and processes. We were able to reduce deliverable timelines by 100% with our MVP.
- Built and developed a sentiment analysis algorithm and digital twin that was used by members of the Booz Allen executive team to make firmwide investment decisions.
- Led research on Deepfakes, Mis-/Disinformation, Agentic AI, and Humanoid Robotics, influencing enterprise strategy. Our research around Deepfakes was the first ever Tech Scouting report to be presented at BoozCon.
- Advised and supported 20 clients across DOD and civil sectors, guiding mission-specific technology like AI and network security solutions through adoption, exploration, and implementation phases.

Technical Product Strategist (Senior Consultant) (2022-2024)
- Developed a tech scouting product strategy and MVP to commercialize internal research, transforming insights into a scalable offering for federal and external markets that could be purchased outside of traditional contract vehicles.
- Delivered a $1M cost-saving recommendation for a cybersecurity client by synthesizing extensive technical research into actionable insights.
- Built a high-performing lead generation pipeline for our CVC team by leveraging a network of industry contacts and employing AI-driven tools, uncovering over 20 investment opportunities and enabling in-depth analysis of 4+ promising companies.

2019 - 2022
FitLab (Acquired previous company Fitplan) | Product Manager | Oakland, CA

FitLab | Product Manager (2021-2022)
- Orchestrated a team of designers, engineers, and fitness experts by leveraging agile principles, enabling continuous delivery of updates and new products tailored by user feedback.
- Validated the MVP for "FightLab" by conducting direct outreach to fitness influencers and gathering early adopters, resulting in $15,000 in pre-purchases and critical market insights.

- Partnered with fitness creators and internal stakeholders to define content-product fit, shaping the feature set that differentiated FitLab from competing platforms in a crowded market.

Fitplan | Product Manager (2019-2020)
- Helped manage a high-functioning team of engineers and UI/UX designers, working through product iterations, leading to $8M in sales and a 62% boost in retention within one year.
- Navigated the Over-the-top (OTT) market opportunity by conducting user research and aligning executive priorities, culminating in the launch of the Fitplan app on Samsung TV with over 4M downloads to date.
- Elevated Fitplan's app store ratings from 4.2 to 4.8 stars by designing review feedback loops that encouraged user engagement and prioritized customer concerns, propelling the app into the 'Top 100 Health and Fitness' category on the iOS App Store.

2017 - 2019
Research Made | Co-founder | San Luis Obispo, CA
- Built and led engineering team of 5 to launch beta platform for university researchers, acquiring 30 beta users
- Introduced and implemented scrum software development practices over a 14-month period, fostering team collaboration and iterative progress that culminated in a functional beta utilized by early adopters for real-world feedback.
- Led a team of web developers over three months, guiding the construction of the Research Made beta to deliver a reliable and scalable prototype on schedule.

2016 - 2017
FirstepForward | Founder | San Luis Obispo, CA
- Secured $5k seed funding round from a local venture capital firm by pitching a compelling vision for the Firstepforward platform, leveraging market research, user data, and a strategic roadmap.
- Designed high-fidelity prototypes and detailed user stories for the entire Firstepforward application.

CURRENT PROJECTS

Spend Later: Consumer iOS app that helps users build savings habits by tracking avoided purchases and visualizing accumulated savings. Currently has a perfect 5 star rating on the iOS app store.

Solution Threads: B2B platform of AI-powered workflows that combine clear step-by-step instructions with human checkpoints, helping businesses quickly apply artificial intelligence in their daily operations without needing technical expertise. We have worked with 9 enterprise clients so far.

Locls.Club: Crowd-sourced surf reporting platform that combines real-time buoy data with text reports from local surfers to provide hyperlocal conditions. Built to compete with Surfline by offering ground-truth accuracy from actual people in the water.

EDUCATION

Cal Poly, San Luis Obispo | Bachelor of Science in Kinesiology, Minor in Entrepreneurship