

DAN GUNDERSON

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WORK EXPERIENCE

Senior Product Manager, DataRobot

08/2023 – 09/2025

- Led 0→1 launch of a new SaaS deployment model, owning discovery, requirements, and GTM; scaled to 40+ customers and \$23M+ ARR in 12 months
- Reimagined and iterated on self-service trial experience, driving adoption to 2,400 MAU in CY24 and a 3X increase in trial-influenced sales conversions
- Launched metering platform and consumption-based pricing for CPU, GPU, and API usage, unlocking new growth and aligning monetization with customer value
- Built and championed infrastructure for entitlements management; improved customer onboarding, halved support tickets related to feature access, and enabled self-service exploration of advanced capabilities to drive upsell conversations
- Introduced lightweight product intake and prioritization frameworks across all product lines, improving focus and execution velocity for hundreds of R&D stakeholders

Platform Product Manager, DataRobot

06/2021 – 08/2023

- Led development of core platform services for a low-code/no-code AI product, balancing scale, security, and usability across 68B+ predictions and 11M+ models trained annually
- Delivered customer-managed encryption keys (CMEK) for multi-tenant deployments, enabling customer-controlled data governance and driving a seven-figure enterprise expansion
- Developed an intuitive credential management system that grew strategic customer by 200+ users and became a core platform feature supporting diverse use cases
- Led the evaluation and selection of platform API Gateway; authored requirements, compared alternatives, and secured cross-functional buy-in for a critical infrastructure component enabling secure and reliable AI integrations

Product Manager, Slingshot

03/2019 – 06/2021

- Led team of 7 developers and designers to design, build, and ship 0→1 data streaming product for satellite operators; drove discovery sessions to refine end-to-end UX and system requirements with customers, establishing a strong partnership and leading to a rapid \$700K expansion
- Assumed responsibility for a stagnant hardware-dependent product and transformed it to a cloud-native architecture; pitched updated product roadmap and strategy to customers, securing a \$3M deal
- Created clarity from ambiguous tasks by conducting market research and customer interviews to understand opportunity space; synthesized learnings into 3 winning proposals that funded strategic product development

Engineering Project Manager, US Air Force

05/2013 – 03/2019

- Provided engineering representation for operational military units, led test planning, quality assurance, project management, and launch/on-orbit test execution
- Hand-selected to lead a 6-person team on a special incubator project; successfully designed and built an AI-powered prototype public safety system – won two U.S. Department of State awards and secured a patent for innovative technology
- Directed a team of maintainers, engineers, and contractors in the root cause analysis investigation of problematic aircraft auxiliary power system; developed and published new maintenance procedures, leading to a 5% improvement in fleet uptime

EDUCATION

Master's Degree – Business

2018

University of Southern California

Bachelor's Degree – Mechanical Engineering

2013

United States Air Force Academy