

# 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