

# Khelan Modi

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## Professional Summary

GenAI and investment specialist with experience shaping multi-year capital allocation decisions for hyperscale AI infrastructure, search, and developer platforms. Trusted advisor to senior leadership on build-vs-buy decisions, ecosystem partnerships, and long-term GenAI investment strategy, informed by market intelligence and technical judgment. Deep technical background in LLM systems, databases, and search, paired with strong business acumen.

## Work Experience

<b>Founding Product Manager</b>   Microsoft, San Francisco, CA	<b>2023 - Present</b>
<i>Promoted within 11 months after driving significant GenAI product growth and multi-million-dollar ARR impact.</i>	
<ul style="list-style-type: none"><li>• Led competitive and technical diligence on vector database vendors, informing leadership decisions on internal builds vs external partnerships; results supported a multi-year GenAI infrastructure investment.</li><li>• Led GenAI adoption for Azure's <a href="#">new MongoDB-compatible</a> product, scaling AI workloads from <b>1M</b> to <b>103.4M</b> monthly requests by prioritizing enterprise onboarding, workload readiness, and competitive differentiation.</li><li>• Designed an internal evaluation framework combining customer demand, cost to serve, and performance benchmarks to prioritize GenAI infrastructure investments, resulting in a <b>40%</b> latency reduction.</li><li>• Benchmarked DocumentDB's vector search against leading competitors, achieving <a href="#">11x higher RPS</a> and <a href="#">14x lower latency</a> in comparable workloads. <b>Positioned DocumentDB as a category leader in vector search.</b></li><li>• Identified full-text and hybrid search as strategically critical components of GenAI workloads and evaluated commercial licensing vs in-house OSS development, weighing speed to market against long-term cost structure, extensibility, and strategic control.</li><li>• Recommended and led an internal build after determining external solutions would constrain long-term economics and roadmap control; early monetization reached <b>~\$175K/month</b> in preview, validating the thesis prior to launch.</li><li>• Owned end-to-end GTM strategy and product launches for all AI and developer features. Served as a key product evangelist, delivering technical deep dives at 15+ major industry conferences (e.g., <a href="#">FabCon 2024</a>, <a href="#">AI Tour</a>, <a href="#">Build 2025</a>), across various <a href="#">YouTube channels</a> (50K+ views), and in 100+ customer calls to drive product adoption.</li></ul>	<b>2023 - Present</b>

<b>Software Engineer</b>   Walmart eCommerce, Bentonville, AR	<b>2021</b>
<ul style="list-style-type: none"><li>• Built internal tooling to modernize pricing display systems, enabling real-time, inventory-aware updates and improving operational efficiency and data accuracy through closer PM-engineering collaboration.</li></ul>	

## Leadership Experience

<b>CEO &amp; Co-Founder</b>   AgroGate, India	<b>2021 - 2023</b>
<ul style="list-style-type: none"><li>• Founded an agritech startup helping small millet farmers boost their revenue by streamlining the supply chain.</li><li>• Evaluated build vs partner decisions across logistics, pricing, and distribution, balancing speed, control, and margin.</li><li>• Designed a supply-chain optimization and incentive framework that reduced intermediaries from 13 to 5, improved adoption by ~20% among traditionally underserved communities, and increased client revenues by ~48%.</li></ul>	

## Education

<b>Georgia Institute of Technology</b>	
Master of Science in Computer Science	3.8 / 4.0
Bachelor of Science in Computer Science; Minor in Economics	4.0 / 4.0

## Skills

Python, GenAI, LLMs, Vector Databases & Search Systems, Customer Insights, Corporate Strategy, Market & Competitive Analysis, Social Media Management, Long-term Strategic Planning