

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

Founding Product Manager | *Microsoft*, San Francisco, CA **2023 - Present**

Promoted within 11 months after driving significant GenAI product growth and multi-million-dollar ARR impact.

- 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.
- Led GenAI adoption for Azure's [new MongoDB-compatible](#) product, scaling AI workloads from **1M** to **103.4M** monthly requests by prioritizing enterprise onboarding, workload readiness, and competitive differentiation.
- Designed an internal evaluation framework combining customer demand, cost to serve, and performance benchmarks to prioritize GenAI infrastructure investments, resulting in a **40%** latency reduction.
- Benchmarked DocumentDB's vector search against leading competitors, achieving [11x higher RPS and 14x lower latency](#) in comparable workloads. **Positioned DocumentDB as a category leader in vector search.**
- 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.
- Recommended and led an internal build after determining external solutions would constrain long-term economics and roadmap control; early monetization reached **~\$175K/month** in preview, validating the thesis prior to launch.
- 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., [FabCon 2024](#), [AI Tour](#), [Build 2025](#)), across various [YouTube channels](#) (50K+ views), and in 100+ customer calls to drive product adoption.

Software Engineer | *Walmart eCommerce*, Bentonville, AR **2021**

- 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.

Leadership Experience

CEO & Co-Founder | *AgroGate*, India **2021 - 2023**

- Founded an agritech startup helping small millet farmers boost their revenue by streamlining the supply chain.
- Evaluated build vs partner decisions across logistics, pricing, and distribution, balancing speed, control, and margin.
- 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%.

Education

Georgia Institute of Technology

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