

Luis Calderon

Product Leader | PLG Expert | AI Innovation

luis@calderon.com • 703.786.7899 • San Diego, CA • linkedin.com/in/luiscalderonmba

EXECUTIVE SUMMARY

Data-Driven Product Leader with a proven track record across iconic brands including Intuit (\$900M TurboTax), Ancestry (\$800M), and eBay (Global Marketplace). Currently CPO of SketchPop (\$3M e-commerce). Distinguished by shipping AI/ML products pre-ChatGPT and deep expertise in **Product-Led Growth (PLG)**, conversion optimization, and consumer scale.

Core superpower is analyzing user behavior to drive ruthless prioritization and measurable growth. Successfully led products serving 4M+ users and managed high-performing product teams. Seeking VP/Director Product roles in PLG, AI/ML, or Consumer Tech.

PROFESSIONAL EXPERIENCE

Principal Product Manager (Group PM) - AI/ML

2021 - 2024

Intuit - TurboTax Self-Employed

Led \$900M business unit serving 4M+ solopreneurs. Managed 4 PMs. Delivered 10-15% CAGR (\$100-150M annual growth).

- **PLG Strategy:** Drove pure PLG motion with zero sales team, optimizing freemium funnels and self-serve onboarding.
- **AI Innovation (Pre-ChatGPT):** Shipped 4 major AI/ML products including Expense Categorization (60% less manual entry) and Deduction Finder (HITL).
- **Conversion Lift:** Analyzed millions of sessions to identify friction points, shipping features that significantly increased freemium-to-paid conversion.
- **Audit Risk Predictor:** Built ML model to predict audit risk, reducing user anxiety and improving retention.

Chief Product Officer (CPO) - AI Transformation

2018 - Present

SketchPop LLC

Acquired and scaled consumer e-commerce business to \$3M revenue with 20% margins.

- **AI Operations:** Deployed AI chatbots achieving 40% cost reduction while maintaining quality customer service.
- **Growth:** Doubled order volume with same headcount through AI automation and funnel optimization.
- **Data-Driven Marketing:** Used cohort analysis and A/B testing to optimize pricing, bundling, and retention strategies.

Founder & Principal Consultant

2024 - Present

GrowthAlchemyLab

- **AI Strategy:** Advise consumer/PLG companies on AI product strategy and LLM implementation for measurable ROI.
- **Impact:** Helping clients achieve 30-50% cost reduction through operational AI deployment.

Managing Partner

2018 - Present

Epilogue Capital

- **Investment Thesis:** Acquire and operate profitable consumer/SMB businesses where product improvements and AI can drive growth.

Director of Product - Growth

2016 - 2017

Ancestry

- **Mobile Growth:** Led mobile app conversion initiative achieving **30% lift** in subscriptions.
- **Revenue Lift:** Built and rolled out abandon cart campaigns resulting in 5% revenue lift.
- **Optimization:** Designed new shopping experiences improving top-of-funnel customer acquisition.

Product Leader - Payments & Customer Connection

2013 - 2015

eBay Marketplaces

- **\$100M+ Lift:** Led checkout optimization initiatives achieving +2% conversion improvement at global scale.
- **Analytics Leadership:** Led global payments analytics team providing strategic insights for product decisions.
- **Operational Excellence:** Reduced checkout defects by 33% through improved quality processes.

Early Career History

- **Doctor.com (2017-2018):** Director of Product Management. Launched provider platform increasing engagement 15%.
- **Tile (2015-2016):** Growth Product Leader. Defined and launched hardware-as-a-service subscription program.
- **Accenture (2010-2012):** Management Consultant. Strategy focused on Marketing, Sales, and CRM transformation.
- **Bebarang (2009-2011):** Co-Founder. Built online e-commerce exchange platform from 0 to 1.

EDUCATION

MBA & MS (Dual Degree), University of Michigan - Ross School of Business 2011

BS Electrical Engineering, University of Virginia 2003

SKILLS

Product & Strategy

Product-Led Growth (PLG), Consumer Tech,
Roadmap Strategy, A/B Testing, Conversion
Optimization, Go-to-Market

AI & Technology

AI/ML Product Mgmt, LLMs (GPT-4, Claude), HfTL,
Prompt Engineering, Predictive Analytics