MARK SHELTON

EXPERIENCE

Senior Product Manager at Microsoft [2019-now]

Windows Copilot, Context & Extensibility [2022-now]: Windows Copilot is a smart assistant built into Windows OS that understands user context across apps used in Windows. Collab between Edge, Bing & Windows teams.

- Designed a pipeline that coordinates context providers for Windows Copilot, providing grounding for large language models (LLM) to respond to chat based on user context across apps (web apps, Win32 apps).
- Led **growth initiatives** for Windows Copilot to drive engagement & retention. Responsible for the Copilot app tower which reduces context-switching by providing personalized apps relevant to the user's context.
- Developed **machine learning systems** that provide client-side page classification and entity extraction to understand the user's browsing history in Edge and other browsers. Delivered an end-to-end training & validation pipeline that leverages online & offline quality signals to trigger re-training.

Edge Shopping [2020-23]: Edge Shopping is a key component of the Microsoft Edge browser, consisting of features like coupons, cashback, and price comparison that help Edge users save time and money online.

- Led Edge Shopping from **pre-launch to 50 million monthly active users**, USD 4billion savings, and USD XX million revenue. Owned Edge Shopping's product roadmap and was personally responsible features like cashback and price comparison, achieving growth of **+100% YoY** for the past three years.
- Coordinated partnerships with Microsoft Shopping, Wallet, Ads and Rewards. Winner of Microsoft Ads Engineering FY23 Q2 Greatness Award for contribution to international advertising revenue growth.

 Created a 5-year growth plan with Business Planning, projecting USD XXX million revenue in FY27.

Other achievements & responsibilities:

- Manages a data analytics team (2 FTE) responsible for KPIs, dashboards and forecasts for Edge Consumer.
- Subject matter expert in experimentation & privacy for Microsoft Edge team. Ranked #1 in experiments (~200) & privacy reviews run by any member of the team. Established the Edge Consumer privacy champ & experimentation champ programs and hosts weekly experimentation office hours.
- **Mentors junior product managers** in the Edge Consumer & Microsoft Shopping teams, resulting in improved productivity, higher quality deliverables, and increased team morale.

Co-Founder & CEO of Bloom [2013-17]

Bloom is a startup incubator for young entrepreneurs.

- Led a team of 50 staff and volunteers running educational programs & a startup accelerator.
- Ran 200 workshops attended by 5,000 people and coworking space for 100+ founders.
- Raised funds from corporate partners and managed a budget of \$200,000.
- Founding Board Member at StartupWA peak advocacy body for local startup / tech industry

PROJECTS

Thickshake: Historical Image Classification System

Software Engineer at the Pawsey Supercomputing Centre

- Thickshake uses machine learning and image processing to augment photo archives.
- Developed OldPerth, a map-based visualization website for Thickshake data.

AutoVC: Automated Venture Capital Screening System

- AutoVC applies machine learning to public data sources to predict successful startups.
- Winner of the WAITTA Peter Fillery Prize & Finalist for the AllA iAward (Nation-wide).

EDUCATION

Stanford University - MS Management Science & Engineering - 4.05/4.00

- General Sir John Monash Scholarship, prestigious full-ride scholarship.
- Select courses: Programming Languages (A+), Intelligent Growth in Startups (A+).
- Computer Science Teaching Assistant data structures, algorithms.

The University of Western Australia - BPhil (Hons) Computer Science - 4.00/4.00

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