February 3, 2026

Hiring Manager
Duetto

Re: Vice President, Data Science

I'm writing to express my strong interest in the Vice President, Data Science role at Duetto. With 9+ years building ML-powered products in production-grade environments and leading data science organizations, I'm excited about the opportunity to drive Duetto's evolution from heuristic-based approaches to intelligent, agentic revenue optimization systems.

My experience aligns directly with Duetto's transformation goals. At Redica Systems, I'm leading the data science strategy for a pharma SaaS platform, building production ML systems including an LLM classifier processing regulatory data with rigorous responsible AI frameworks. I've established model governance standards ensuring auditability, transparency, and data quality - critical capabilities for decision-grade products. At Gilead, I built and led a team of 5+ data professionals, defined enterprise analytics strategy, and delivered measurable outcomes (70% reduction in manual operations) through data-driven product development. These experiences demonstrate my ability to balance high-uncertainty ML research with pragmatic roadmap delivery.

I have deep technical expertise in the core capabilities Duetto needs: forecasting and optimization algorithms (my PhD dissertation focused on optimization and control methods), production ML lifecycle management (from my work deploying models in high-scale manufacturing environments at Regeneron and Takeda), and causal methods and experimentation (designed rigorous frameworks evaluating process interventions in regulated settings). At Regeneron, I built optimization systems that changed operational business decisions - exactly the type of intelligence-driven decisioning that powers revenue strategy. My experience operating in FDA-regulated environments translates directly to establishing the responsible AI guardrails and governance standards required for enterprise SaaS.

Beyond technical delivery, I've proven my ability to influence cross-functional partners and communicate vision to executive audiences. I've presented to senior leadership across multiple organizations, led semi-annual quality review processes coordinating stakeholders, and spoken at industry conferences (CHPA, ISPE) on AI-driven decision intelligence. I understand how to build the business case for ML investments, allocate resources strategically, and make pragmatic tradeoffs between model performance, latency, and operational costs. My experience hiring and developing technical talent, combined with my track record raising the bar for analytical rigor, positions me to build the world-class data science organization Duetto needs.

I'm energized by Duetto's ambition to redefine hospitality revenue strategy through intelligent automation. The opportunity to build an agentic revenue operating system that helps operators run better businesses resonates deeply with my passion for delivering measurable outcomes through ML innovation. I'd welcome the chance to discuss how my background leading data science organizations and delivering production ML systems can accelerate Duetto's vision. Thank you for considering my application.

Sincerely,

Matt Oremland, PhD