

# RICHARD NG WAI LEUNG

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## PROFESSIONAL SUMMARY

Product Manager with 12+ years' experience in B2B SaaS, enterprise AI, and analytics solutions, specializing in localized product growth and conversion optimization. Skilled in building data products and analytics platforms from 0 to 1, scaling AI-driven capabilities, and implementing GenAI tools that enhance productivity, collaboration, and customer engagement. Proven ability to optimize booking funnels, run A/B tests, and improve retention and NPS through data-informed decision-making. Adept at localizing products for the Singapore market, compliance requirements, and delivering HQ-ready performance insights that drive global iteration. Brings deep technical fluency and cross-functional leadership across product, ML, design, and governance.

## EXPERIENCE

### Product Manager, Analytics & AI | Axi Pte Ltd | Singapore

Jan 2024 – Current

- Boosted productivity and data reuse by 45% by launching an internal GenAI assistant and semantic data marketplace.
- Drove +33% marketing ROI by targeting high-risk segments; paired churn ML with funnel/NPS insights to lift re-engagement.
- Implemented AI-driven evaluation tools, reducing marketing spend by 20% while increasing conversion rates by 12%.
- Improved booking funnel productivity and data reuse +45% by launching an internal GenAI assistant + semantic data marketplace; accelerated experiment analysis for Martech platform.

### Product Manager, Data & Analytics | Informatica, Singapore & Hong Kong

April 2021 – Dec 2023

- Orchestrated data and AI product roadmap for CLAIRE GPT, enabling metadata search and profiling across B2B enterprise clients.
- Translated data quality initiatives into product features which includes data lineage, access control, and confidence scoring.
- Drove AI governance and enablement efforts and boosted compliance and platform adoption across financial institutions.
- Led Go-To-Market and 0 to 1 data platform launches in partnership with banks, accelerated adoption of data & AI tooling.

### Senior Product Manager | Animoca Brands, Hong Kong (Freelance)

Sept 2022 – Jul 2023

- Launched Web3 sustainability token MVP; onboarded 200+ users via social-led GTM and defined utility mechanics.

### Product Manager, Hybrid Cloud & Data Analytics | Huawei, Singapore

Jan 2018 – Feb 2021

- Delivered \$3M+ in cloud projects using Huawei AutoML, BigQuery, and Looker for enterprise analytics.
- Boosted workflow efficiency by 40% by launching Huawei Vision AI for intelligent document automation.
- Reduced reporting time by 70% by developing reusable AI-powered reporting templates.

### Technology Architect, APAC | Hewlett-Packard Enterprise, Malaysia

May 2013 – Dec 2017

- Led hybrid cloud deployments and infrastructure modernization across APAC.
- Reduced Azure hybrid cloud migration time/cost by 40% through a hybrid cloud solution.
- Designed and documented large-scale data center architectures for enterprise clients.

## PORTFOLIOS

- **AlViralBuzz (Bolt Hackathon)** – GenAI platform for social influencer to manage content, engagement and monetization.
- **LinkedIn Curator AI (Google Hackathon)** – One-click Chrome extension that summarizes and tags LinkedIn posts into a searchable knowledge base (Google Sheets).
- **AI Data Assistant (Informatica)** – Enhanced CLAIRE GPT engine with Google AutoML to improve metadata-driven recommendations.
- **Finance AI Assistant (Axi)**: Automated finance reporting—cut manual effort by 60% and improved accuracy.

## KEY SKILLS

GenAI (LLMs, RAG, LangChain) | Internal AI Tools | B2B SaaS | Data & ML Lifecycle | MLOps | Data Governance | Martech Analytics  
Cross-Functional Leadership | GTM Strategy | Product Discovery | Agile | AutoML | Semantic Search

## EDUCATION

### Bachelor of Science (Honors) Software Engineering, Coventry University, United Kingdom

Jan 2010 - Apr 2013

- Chairperson of Astronomy Club
- Public Relations Officer of Manga and Anime Games Clubs
- Project Manager & Quartermaster for INTI Pageant Night (Won Best Event of the year 2010,2011,2012,2013)