Siming Zhao

55 E. Empire St, San Jose, CA | +1 669 300 8164 | siming.zhao.us@gmail.com|Linkedin
Eligible for work in USA with H1B visa

WORK EXPERIENCE

Senior AI Product Manager at Alibaba.com, Sunnyvale, CA, US   Oct 2023 - Present
Founding Product Manager of Accio.com

- Founded and scaled Accio—the world's first agent-oriented, AI-powered B2B sourcing platform—growing its user base to over 500K and achieving an ~80% uplift in conversion rate relative to Alibaba.com's search baseline.
- Launched a cutting-edge multi-agent conversational interface that integrates search, filtering, browsing, and product comparison, driving higher engagement and seamless discovery.
- Launched Accio's Inspiration Mode, an innovative feature that leverages real-time market data trends to deliver dynamic product inspiration, increasing user retention by 20%.
- Launched Accio Agent, a sophisticated multi-round agentic workflow that empowers users to execute complex search tasks through iterative, context-aware interactions leveraging a reasoning-driven LLM.
- Developed and implemented a robust human-LLM hybrid evaluation framework—integrating long-form natural language queries and iterative feedback loops—that enhanced search relevance by nearly 100% and doubled filter adoption rates.

Senior AI Platform PM at TsingJiao Information Technology, Beijing, CN   Dec 2022 - July 2023
Product Lead for TsingJiao's Secure AI Platform

- Led the design and launch of an integrated privacy computing platform for secure data search, analysis, collaborative AI model training, and data management.
- Delivered a comprehensive product solution for a major state-owned bank, securing a $3M contract by enabling secure, collaborative data analysis and record search.

AI Platform PM at Ant Group, Hangzhou, CN   May 2021 - Oct 2021
Product Strategist at Ant Morse MPC Platform

- Led the product strategy and launch of a secure data collaboration platform, enabling financial institutions to leverage shared insights while maintaining strict data privacy standards.
- Designed and delivered enterprise solutions for risk assessment and targeted marketing, driving business development efforts that resulted in $1M in new contracts and a 34% improvement in client conversion rates.

Search Product Manager at Alibaba Group, Hangzhou, CN   July 2019 - April 2021
Search Product Manager at Alibaba.com

- Directed the end-to-end development and operation of Alibaba.com's large-scale user portrait product, impacting tens of millions of users.
  a. Launched a Personalized Ranking Strategy that boosted conversion rates by 5% through A/B testing.
  b. Developed Scenario-based Recommendation, increasing conversion rates by 20% via targeted A/B experiments.
  c. Built a Data Management Platform (DMP) for advertising, generating over 1M RMB in daily budget consumption.
- Led the end-to-end development and launch of Alibaba.com's Trend Finder and Scenario Graph products, transforming market research capabilities for global B2B buyers and sellers.

a. Developed and scaled an innovative market intelligence platform that combined trend analysis, personalized recommendations, and automated content generation, resulting in enhanced user engagement and decision-making efficiency.
b. Spearheaded the Trends Finder and Scenario Graph products, integrating AI-driven insights to enhance personalized recommendations and operational efficiencies.

Data Scientist at J.P. Morgan & Chase Co., Manhattan, US   *June 2016 - July 2019*
Quantitative Analyst/Data Scientist

- **Digital Banking Business Unit:** Leveraged billions of Chase card transactions to design and implement machine learning models, resulting in a 28% increase in predictive accuracy.
  - Played a key role in developing a comprehensive user portrait system (customer graph) from conception to deployment, boosting customer segmentation accuracy by 35%.
  - Drove the adoption of the customer graph across 10+ business lines, enhancing targeted marketing and risk assessment capabilities and delivering a 25% uplift in campaign ROI.
- **Corporate & Investment Banking Unit:** Employing machine learning models to various business lines in IB bank to enhance business operation.
  - Developed and implemented predictive models for stock secondary public offerings, improving pricing accuracy by 18% and market timing, which increased IB bankers' sales efficiency by 22%.
  - Created innovative models for corporate bond sales, enhancing deal flow and pricing strategies and boosting overall sales volume by 7%.

EDUCATION

PhD in Computational Mathematics, Cornell University, NY, US   *Aug 2010 - Aug 2016*
- Scholarship funded by National Science Foundation and Cornell's Ollin Fellowship. GPA: 3.8/4

M.S. in Aerospace Engineering, Texas A&M University, TX, US   *Aug 2007 - Aug 2009*

B.S. in Control Engineering, Harbin Institute of Technology, China   *July 2003 - July 2007*

ADDITIONAL SKILLS & INTERESTS

Languages: English (fluent), Chinese Mandarin (native)
Programming Language: proficient in Python, SQL, Prompt Engineering
AI Tools: Replit, v0, Cursor.ai, Github Copilot, Notebook LLM
Writing Tools: Notion, Figma, Lark, Microsoft Office, Scrum and Waterfall methodologies
Interests: Tennis, Skiing, Road Biking & Hiking