

# Ozair Ali

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## PROFESSIONAL SUMMARY

Product and strategy leader for data/AI who compresses the PMF + GTM loop (discovery -> quantitative validation -> prototyping -> UX/onboarding -> lean GTM).

Led cross-functional teams, launched in 11+ countries, and supported category-leading founders and investments.

Pedigree: Stanford GSB (MBA), Harvard (MPA/ID), Wharton (BS).

Accelerator traction: Snowflake Startup Accelerator (2025) and C10 Labs, an MIT-affiliated AI-first accelerator (2024).

## CORE SKILLS

PMF • Customer discovery • JTBD • Rapid prototyping • Onboarding/activation • A/B testing (small-N) • Python • LangChain/LLMs • Probabilistic DS (HLL subset filter, Bloom) • GTM experiments • Cross-functional leadership • Global ops

## EXPERIENCE

### Co-Founder — Product, GTM, Operations & Fundraising — eKai (<https://ekai.ai>)

Cambridge, MA (U.S.) • 2024 - Present

- User discovery -> UX: Ran structured interviews and JTBD synthesis; shipped guided "onboarding agent" flow -> >90% independent completion in testing and >95% demo->onboarding sign-ups.
- Data sketches: Built **Bloom filter** baseline; adopted **HyperLogLog** for a **probabilistic subset filter** to enable fast recommendation checks under latency and memory constraints.
- GTM experiments: Ran small-N sprints (events, outbound, partners); built funnel tracker (reply %, meetings, CAC proxy); codified keep/kill/iterate decisions to accelerate PMF learning.
- Fundraising: Raised **\$300K** pre-seed; built data room and evidence-based investor narrative.
- Ops: Implemented banking, HRIS/payroll, accounting, and compliance -> reduced founder ops time from ~8-10 hrs/wk to ~1 hr/wk.
- Traction: **4 enterprise pilots**; accepted into **Snowflake Startup Accelerator (2025)** and **C10** (MIT-affiliated AI accelerator, **2024**).

### Global Head of Investments & New Ventures — Rayn

Remote • 2021 - 2023

- Incubated and invested in new ventures; **worked on the eKai technology platform starting in 2022** (prior to 2024 launch): scoped feasibility, defined MVP, and partnered with engineering/design on prototypes.
- Built product narratives and investor materials; laid PMF metrics (paid conversions), pricing, and initial GTM; led U.S. strategy and cross-functional hiring.

- Advised portfolio across fintech, logistics, education, and AI on experimentation frameworks, KPIs, onboarding, and founder-led GTM.

## **Co-Founder & COO / Advisor — Alter Global** **(<https://alter.vc>)**

San Francisco, Cambridge, and international • 2016 – 2020; Advisor  
2021 – Present

- Launched operations in **11+ countries**; authored GTM/HR/finance/compliance playbooks; managed distributed cross-functional teams across time zones.
- Sourced and supported early-stage investments; supported fundraising efforts as the organization raised **~\$17M** during tenure.
- Early backer support for founders who became category leaders (e.g., Bazaar, Kargo)

## **Earlier Roles (Selected)**

Central Bank of Pakistan; Consultant, Dalberg; Government of Albania (Harvard CID); BMA Capital

- Built time-series forecasting models for macro indicators; delivered strategy, market design, and analytics for public- and private-sector initiatives.

## **SELECTED ACHIEVEMENTS**

- **PMF loop compression:** Discovery -> prototype -> GTM with instrumented funnels and A/B-style tests to prioritize features and cut time-to-signal.
- **Activation:** "Onboarding agent" UX drove >90% independent completion (test) and >95% demo->onboarding sign-ups.
- **Probabilistic subset checks:** Bloom -> **HLL** adoption for **subset filtering** supporting recommendation checks at high throughput.
- **GTM under small-N:** Channel log (events, outbound, partners) identified highest-signal messaging; CAC proxy guided spend and focus.
- **Global operations:** Back office and compliance rails in 11+ markets increased speed of product feedback cycles.
- **Fundraising & narrative:** 100+ investor meetings; closed **300K** \* **pre – seedateKai; supported** \* **17M** raised at Alter Global with evidence-based storytelling.

## **EDUCATION**

- **Stanford Graduate School of Business** — MBA (incl. Big Data coursework)
- **Harvard Kennedy School** — MPA/ID (Econometrics, Development Economics)
- **University of Pennsylvania, Wharton School** — BS in Information Management, Finance; minors in Mathematics, Economics, Psychology), Magna Cum Laude

## **TECHNICAL SKILLS**

Python; Pandas; scikit-learn (applied); Git; Jupyter; LLM tooling (LangChain); Probabilistic Data Structures (HyperLogLog subset filter, Bloom); Experimentation and A/B testing; Analytics

## PROJECTS / ARTIFACTS

- **Probabilistic subset module:** Bloom vs HLL register-dominance filter and adoption rationale.
- **GTM funnel tracker:** Inputs/outputs across channels with conversion and CAC proxy; keep/kill/iterate framework for PMF.
- **UX onboarding case:** JTBD synthesis and guided flow leading to higher activation in tests.
- **Back-office launch kit:** Repeatable setup for cards, HRIS/payroll, accounting, benefits, and SOC 2 readiness across multiple geographies.

## ADDITIONAL

Cross-functional leadership; remote and distributed team management; workshops on LLMs for data professionals