

WARREN SMITH

Product Executive



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EXPERTISE

Executive Leadership

Product Strategy

AI/LLM Development

Data-Driven Decision-Making

Startup Incubation & Growth

Consensus Building

Stakeholder Engagement

SaaS Development

Digital Transformation

Go-to-Market Strategy

Competitive Differentiation

EDUCATION

MASTERS OF SCIENCE

Massachusetts Institute of
Technology
2024 – 2026

CHIEF PRODUCT OFFICER

MIT Professional Education
2024 – 2026

MBA

*Master of Business
Administration*

University of Maryland

BBA

*Bachelors of Business
Administration*

Frostburg State University

CAREER SUMMARY

Innovative executive leader with 25+ years of experience in product development, AI-driven innovation, and startup incubation. Proven track record of scaling high-growth companies, leading AI/ML-driven product development, and building performance-based, cross-functional teams. Adept at consensus-driven leadership, market positioning, and driving revenue growth in complex, data-centric environments.

PROFESSIONAL EXPERIENCE

PRODUCT MANAGEMENT CONSULTANT
Self Employed

DECEMBER 2024 – PRESENT

Product management contractor supporting startups and mid-sized SaaS companies in building MVPs, improving delivery processes, and integrating AI into scalable workflows.

Key Focus Areas:

- Built MVPs and guided early-stage teams through discovery, design, and launch
- Improved roadmap execution and agile maturity for growth-stage clients
- Designed scalable AI/data pipelines for analytics and automation use cases
- Partnered with marketing and finance to create financially driven GTM plans
- Mentored teams on outcome-based product management metrics alignment

Selected Projects:

- Launched MVP for Sustainability startup in 4 months, on path to Series A funding
- Led development effort for 4 agentic AI workflows to augment a marketing team for a large Fortune 500 company
- Designed Snowflake + GCP AI data pipeline for compliance analytics platform
- Led ROI modeling with marketing/sales to align spend with 3-year ARR goals

HEAD OF PRODUCT
Interos, Inc

APRIL 2020 – NOVEMBER 2024

Joined as the first product hire to define and scale the company's AI-driven supply chain risk management platform. Collaborated across data science, engineering, and marketing to build an enterprise-grade SaaS solution adopted by Fortune 500s.

Key Achievements:

- Built and scaled a 40+ person team across product, design, and research
- Partnered with data science to deploy AI models for entity recognition, prediction, and risk detection
- Worked with engineering to convert ML outputs into user-facing insights
- Collaborated with marketing on product positioning, messaging, and enterprise adoption programs
- Established agile frameworks and roadmap governance used across product, engineering, marketing, customer success and sales.

TECHNOLOGIES

AI/ML & Data Science
NLP, LLMs, Predictive
Analytics, Sentiment
Analysis, Entity
Recognition

SaaS & Cloud Platforms
AWS, Azure, Snowflake,
Google Cloud

Agile & Lean Startup
Scrum, Kanban,
Product-Led Growth

DevOps & Security
Docker, Kubernetes,
CI/CD, OWASP
MITRE ATT&CK

THOUGHT LEADERSHIP

[*Substack*](#)
AI, Product Strategy, and
Market Innovation

[*Medium*](#)
Product Coalition,
Bootcamp

PROFESSIONAL EXPERIENCE

VICE PRESIDENT OF PRODUCT
General Atlantic

FEBRUARY 2010 – APRIL 2020

Served as first product hire across six venture-backed startups in large private equity emerging markets portfolio. Built and led teams that transformed early concepts into SaaS products meeting aggressive ARR and valuation targets.

Key Achievements:

- Developed MVPs and scaled engineering/product teams for six ventures
- Defined product strategy, pricing, and roadmaps aligned with investor targets
- Partnered with marketing and GTM teams to deliver measurable M&A results
- Helped multiple ventures achieve successful funding rounds and acquisitions

Representative Companies:

- hCentive: Grew ARR from \$8M to \$20M and market share from 20% to 40%
- WellZone: Built consumer health platform reaching 250K users
- Tiatros: Integrated IBM Watson AI and supported \$15M Series A funding
- NowSecure: Consolidated multiple security tools into a unified SaaS platform

DIRECTOR OF PRODUCT
Network Solutions

OCTOBER 2005 - FEBRUARY 2010

Effectively directed a matrixed team of product managers, engineers and designers to incubate and launch 3 new products: design, ecommerce and online marketing, growing overall revenue from \$100M to \$300M in only 4 years while reducing headcount from 700 to 300. During my tenure, the company was acquired and sold by General Atlantic.

DIRECTOR OF MARKET STRATEGY
AOL, Inc

FEBRUARY 2000 – OCTOBER 2005

Defined new strategy-development and business-modeling processes across six business units in the AOL Commerce Division. Assumed full P&L responsibility for operations and managed the transition from a proprietary subscriber network to an open network for AOL.com.

PRODUCT MANAGER
Careerbuilder

OCTOBER 1998 – FEBRUARY 2000

As a founding hire, managed creation, organization, pricing structure, sales configuration, and implementation of the first product as well as all advertising appearing on CareerBuilder Network of over 30 different sites including careerbuilder.com, MSN, Bloomberg, NBC, Business Week, and USA Today.

KEY ACCOMPLISHMENTS

2 Unicorn Exits: Scaled Interos and hCentive to \$1B+ valuations.

AI/ML Expertise: Led LLM, NLP, and predictive analytics initiatives to drive AI-powered risk and security solutions.

3 Patents: Contributed to cutting-edge innovations in supply chain risk assessment, network security, and revenue optimization.

Consensus Leadership: Mediated executive boardroom discussions, driving alignment in high-stakes decision-making.

Industry Thought Leader: Published 100+ articles on AI, product strategy, and market innovation