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AMIR KABIRI

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Product Manager with 7 years of experience shaping and scaling innovative technology products. Strong technical background in software engineering, ML/AI, and robotics, paired with expertise in strategy development, data-driven decision-making, and cross-functional leadership. Skilled at turning complex challenges into high-value solutions that drive growth and deliver measurable outcomes.

EMPLOYMENT

Product Manager | Vortexa | Jul 2022 – Jul 2025

Owned the full product lifecycle from 0 to 1, discovery to post-launch, for new product lines within an AI-powered B2B SaaS suite (API & analytical dashboards), while leading major platform-wide enhancements. Shaped customer discovery groups. Gathered feedback from diverse personas. Set vision, strategy, and roadmap. Defined product and performance requirements. Delivered through continuous discovery and iterative releases in an agile framework.

- Shaped the product strategy and multi-year roadmap for a product suite, combining brand new products and major enhancements to existing products, creating a new vertical that contributed *11% to the company's sales pipeline* within the first quarter, while doubling the company's serviceable addressable market.
- Led a UX revamp and embedded LLM capabilities, cutting *time-to-insight by 46%*.
- Launched an LLM-powered feature that expanded *hard data coverage by 9%*, reinforcing analytical credibility.
- Transformed the product from data-centric dashboards into decision-centric dashboards that deliver contextual insights and narratives, driving a *28% uplift in weekly active users*.
- Led cross-functional initiatives across 9 teams (more than 27 engineers, including data science and software engineering, and design, marketing, sales teams) spanning tactical execution (e.g., writing user stories on Jira, backlog refinement, running A/B tests) to both short-term and long-term strategic planning.
- Led the beta testing, soft launch, and go-to-market initiatives in close collaboration with the Director of Product Marketing, while leading sales enablement, Support and CSM trainings.

Product Manager | Farakav Co. | Jun 2018 – Mar 2022

Led a diverse set of products, including an IPTV, e-commerce marketplace, digital media, and on-demand service marketplace.

- Analyzed 19 million daily active users' data, uncovering an opportunity resulting in *a 6% increase in page views* & generated revenue of the digital media website.
- Achieved a *30%+ improvement* in a key metric for the e-commerce marketplace, measured by the number of products onboarded per store.

Fractional Product Lead | Intelize | Nov 2019 – Mar 2021

Transforming physical stores' data into actionable insights to drive decision-making and operational efficiency.

- Using computer vision to track human in shopping malls and providing insights to shops, serving a 100 stores mall.

Software Engineer | Ariana Shargh co. | Oct 2016 – Jun 2018

Software Engineer | Data Processing Iran (DPI) | Nov 2015 – Jun 2016

Software Engineer | Bastarsazan Tejarat Majazi | Dec 2012 – Aug 2015

OTHER EXPERIENCES

Tech & Org Committee Member | RoboCup Intl Federation | Aug 2017 – Present

An International Committee with the goal to foster AI and intelligent robotics and bring research into action.

- Organized the international competitions e.g., Canada 2018, & Australia 2019, & Brazil 2025.

Entrepreneur in Residence | Antler | Jun 2021 – Sep 2021

Funded to participate in Antler's globally recognized program as an Entrepreneur in Residence.

EDUCATION

MBA - Strategy | University of Tehran | Fall 2018 – Summer 2020

M.Sc. - Electrical Engineering | Amirkabir University of Technology | Fall 2009 – Fall 2016

MENTORSHIPS AND HONORS

- Endorsed as an **Exceptional Global Talent** (**Leader in AI and Robotics)** by Technation and UK Home Office.
- Recognized as a **Distinguished Global Talent** by Australian government
- **Lead Mentor** | BuildwithAI Global Hack: Leading 4 mentors and their teams, including two finalist teams.
- **Mentor** | Ethics4NextGen AI Hack: Awarded as the greatest hustler mentor, mentoring the winning team.