

GLEN KATSAI

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WORK EXPERIENCE

Product Manager of Messenger @ Humans.uz

2021 Mar — now

Banking, shopping and mobile services in a single super app

On a mission to create a unified messaging experience in Humans ecosystem:

- Transformed founder's vision into MVP concept (whats and whys)
- Developed target UX/UI with an external design team
- Created result-oriented delivery process, managing PM and dev team

Now preparing for internal MVP test with >3K users

Product Manager of B2B SaaS @ Dbrain

2019 Sep – 2021 Jan

Y Combinator startup | B2B API to extract data from paper documents based on ML algorithms

Realized the company's vision and assured its exploding growth:

- Developed P/M fit from MVP to enterprise-ready product
 - Defined proven value proposition for 3 market segments — microfinance, banks, insurance
 - Cut the sales cycle from 5 to 2 months for low and middle-value contracts (CJM optimization)
- Launched the new killer-product «human-in-the-loop» that fully automates document data extraction task by using crowdsourced humans to correct wrong AI answers
 - Defined MVP concept, tested on a client and organized a lean development process
 - By the end of 2020, the platform made up 60% of ARR and is still the only one in the Russian market
- Built the product-oriented processes in initially AI consulting startup
 - in dev — shift from panic-driven to data-informed approach — resulted in ~70% of sprint closing
 - in sales — transparent feature development — boosted delivery cycle from 3 weeks to 5 days

AI Project Manager @ iPavlov.ai

2019 Apr – 2019 Aug

The global R&D project for conversational AI by MIPT and the Russian Venture Company

Achieved strategic commercialization goal within the strategy:

- Prioritized product opportunities and launched 2 products: NLP API service and FAQ bot
- Created sales pipeline and lead generation (2 signed clients, ₽4M total)

Consultant @ Deloitte Digital

2017 Oct – 2019 Mar

The consulting studio that transforms the digital journey for many industries

Delivered business value with Salesforce.com platform in different projects:

- Made a loyalty program that was resulted in +5% of NPS
- Freed a sales team from spreadsheet work and order mgmt routine
- Empowered sales reps with BI reporting to spend 10% of FTE on clients

EDUCATION

Moscow Institute of Physics and Technology (Phystech)

- MSc — venture capital and technology mgmt, diploma with honors
- BSc — applied mathematics and physics

HOBBIES

- Formula 1 (I was Mercedes Petronas fan before it went mainstream)
- Swimming and kart racing