

IAN SOTNEK

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PROFILE

Scrappy, technical, & customer-focused product manager who has recently taken a company from 0 to >\$60MM USD valuation, and is excited to do it again.

EXPERIENCE

Functionalize AI for Healthcare

Boston, MA

Project Manager & Software Developer

Mar 2023 - Dec 2023

- Built user-facing, cross-platform Electron.js desktop application using JavaScript, HTML, and CSS.
- Coordinated the synchronous development of a Python backend serving proprietary AI models, and ensured the interoperability of the desktop application with the Python backend.

AI Squared

Boston, MA

Director of Product & Co-Founder

2020 - Present

- Raised a \$6MM USD seed round led by venture capital firm New Enterprise Associates, followed by a \$12MM Series A, to build a suite of PaaS and SaaS solutions to streamline the use of proprietary and open-source machine learning models and data.
- Developed product roadmaps in collaboration with C suite that aligned with our sales strategy, positioning us to secure contracts with and deliver our technology to several leading Financial Services and Cybersecurity enterprises and US Federal Government agencies.
- Implemented Agile / Scrum best practices for design, development, and QA of 4 SaaS and PaaS product lines simultaneously, which grew Annual Recurring Revenue from \$0 to \$1MM within two years of raising seed funding.
- Supports GTM & fundraising teams by creating and presenting compelling product demonstrations, averaging 6/month, yielding >90% success securing further engagement.
- Served as a guest judge at the LLM hackathon during the 2023 Databricks Data & AI Summit.
- Created and published >30 whitepapers, user guides, and instructional videos outlining the product suite, in addition to creating and updating technical documentation and thought-leadership blogs.
- Contributes to and provides project direction for BeyondML - an open source Python framework for developing lightweight, multitask, multi-modal neural networks through unstructured pruning - and led the adoption of BeyondML as a sandbox project of the Linux Foundation.
- Won a \$50,000 grant to participate in the US National Science Foundation's Innovation Corps entrepreneurship training program to explore a data provenance-based approach to securing enterprise machine learning workflows.

Maxar Technologies

Herndon, VA

Data Science Intern

May 2021 - Aug 2021

- Benchmarked the performance and computational cost of candidate computer vision models for use in cutting-edge geospatial information systems.

TECHNICAL SKILLS

Python (PyTorch, NumPy, TensorFlow, Pandas, etc.); ONNX; LabVIEW; L^AT_EX; Git; Linux; JavaScript, HTML, CSS

CONFERENCE PRESENTATIONS

D-Lite: Integrating a Lightweight ChatGPT-like Model Based on Dolly into Organizational Workflows, 2023 Databricks Data & AI Summit.

Unifying Data Science and Business with Intelligent Applications, 2022 Databricks Data & AI Summit.

EDUCATION

Masters, AI Policy and Governance , The George Washington University (GPA: 3.59 / 4.0)	2020
Master of Science, Exercise Science , Merrimack College (GPA: 3.89 / 4.0)	2017
Bachelor of Science, Exercise Science , University of Connecticut (GPA: 3.43 / 4.0)	2016