David Osipov
AI-Driven B2B Lead Product Manager

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SUMMARY

Innovative Product Leader with 6 years in B2B SaaS, specializing in conceptualizing and delivering AI-driven solutions and data-powered enterprise IT products. Proven expertise in leveraging AI for market intelligence, product strategy, and operational efficiency, reviving underperforming products, driving 16% ARR growth, and securing $300K+ enterprise deals. Certified AI Prompt Engineering Expert (Dubai Future Foundation) and passionate about building AI-first solutions.

WORK EXPERIENCE

GrowFood — Moscow, Russia

A major Russian FoodTech company and leader in the subscription-based healthy meal delivery niche (est. ~40% market share), GrowFood employs 1,000-5,000 staff and is backed by prominent regional VC AddVenture (> $5M funding).

Product Strategy Consultant (Contract) — Feb 2024 – Present

Achievements:

- Delivered comprehensive international market expansion plan and competitor intelligence, **leveraging advanced AI research techniques (Gemini, Claude, DeepSeek) for deep-dives into >8k screened entities**, directly supporting strategic investment round & strategic planning (investor & investment under NDA) for major Russian RTE/RTC food delivery company.
- Influenced client's expansion roadmap and informed investment plan by producing high-value deliverables **(AI-generated in-depth market reports, profiles of screened entities, competitor deep-dives, and financial models derived from scarce data)** tailored for investor due diligence.
- Successfully overcame significant data scarcity, language barriers (Chinese, Japanese), and access restrictions **by developing and applying sophisticated AI-powered data extraction**, translation, and analysis methodologies to gather intelligence.

Responsibilities:

- Directed international market research (Russia, UK, US, Europe, Asia) and competitor analysis, evaluating financial health, operational scale, business models, strategic insights, and market strategies.
- Managed end-to-end project execution, from data analysis and competitor scouting to project deliverables and pitch decks.
- Facilitated communication and supported interactions between client strategy teams and investor representatives (NDA).
- **Utilized AI tools (Gemini, Claude, ChatGPT, Grok, DeepSeek)** extensively for efficient multilingual data gathering, complex problem-solving, information synthesis, and strategic analysis, transforming raw data into actionable insights.

Toolbarstudio Inc. DBA DeskAlerts — Alexandria, VA, USA

A leading specialist provider of enterprise alert software, DeskAlerts ensures critical communications for 700+ clients globally (revenue ~$5M), including prestigious organizations like Baker McKenzie, Etisalat, DEWA, Banque Saudi Fransi, Dish Network, Vodacom, Verizon, Fortune 500 companies, governmental entities, and healthcare sectors demanding high reliability.

Lead Product Manager & Product Owner — Jan 2022 – Feb 2024

Achievements:

- **Driven 16% ARR:** Led **end-to-end development** of new cloud-based enterprise SaaS software suite - server, desktop (Windows & MacOS), mobile (Android & iOS), enabling entry into enterprise market with deals **$100,000**.
- **Secured $300,000 in ARR:** spearheaded full security overhaul with OWASP Top 10, ASVS L1 compliance, initiated SOC2; preserved key accounts (Banque Saudi Fransi, Etisalat, Vodacom, Dunnhumby, Bolloré etc.).
- **Secured $155,000 pipeline:** obtained **$85,000 investment** through strategic pitch, enabling critical product improvements that attracted potential enterprise clients; expanded cross-functional team, reorganized product & development business processes.
- **Reduced monthly operating expenses by 69%**: unified Windows, MacOS, Android, and iOS apps into single C# codebase (.NET Core 7 & MAUI); improved UI/UX with Material Design 3, ensuring accessibility (WCAG 2.1 compliance).
- **Increased software NPS by 40% (customers averaging $25,000 ARR):** implemented product-led growth strategy; served as central product knowledge resource; implemented & optimized key metrics (churn, LTV, CAC, conversions and etc).

Responsibilities:

- **Reported directly to the CEO**, collaborating closely with C-suite executives (CMO, CHRO, CSO, CFO) to drive strategic alignment on product vision, GTM execution, security compliance, and resource allocation, backed by Excel financial models.

- **Defined** product vision, strategy (5y, 1y, quarterly) rooted in customer research, custdev, completely owning product roadmap.
- **Acted** as **lead negotiator and decision-maker** for critical client escalations impacting key accounts and deals >$20k.
- **Drove** security strategy and full product delivery, achieving OWASP/ASVS L1 compliance and initiating SOC2 readiness efforts.
- **Managed** strategic technology partnerships (**Kaspersky, Avast, ESET, Sectigo**) for complex API integrations & whitelisting.
- **Conducted** product discovery via customer interviews, data analysis, competitor intelligence, JTBD, A/B & MVP testing.
- **Owned** the product backlog (Jira), product features prioritization with RICE, translating complex requirements into detailed user stories, tech specs, product design & acceptance criteria for C#/.NET-based suite; led User Acceptance Testing (UAT) cycles.
- **Orchestrated** Agile SCRUM sprints for cross-functional Development, Design, QA, Support teams, facilitating ceremonies to **optimize velocity**; provided key technical input during architecture design sessions, created software architecture templates.
- **Served** as the **primary product authority** for engineering, providing requirements clarification, Axure RP/Figma wireframing, clarifying business needs, embedded **secure architecture** & DevSecOps best practices with **CIS & NIST SP 800** benchmarks.
- **Drove go-to-market enablement** by authoring documentation, co-creating sales & marketing presentation decks, and delivering training, demos, empowering customer-facing teams to effectively position, sell, and support new releases.

DiDi Chuxing   Beijing, China

A global mobility technology giant, DiDi operates across 15+ countries (Asia, LatAm, etc.), serving hundreds of millions of users and generating ~$28B annual revenue. Dominant in China and backed by >$26B funding (incl. SoftBank, Tencent, Apple).

Senior Product Operations Analyst   Jul 2020 – Jan 2022

Achievements:

- **Boosted driver NPS by 13%:** Conducted extensive product research (7200+ respondents) and leveraged insights of customer needs to develop user-centric features for driver and fleet management systems, influencing critical product design.
- **Shaped market entry strategy for Moscow and St. Petersburg:** Partnered with C-suite executives (Chief Security/Strategy Managers) to develop 4 critical product modules (e.g., driver acquisition, pricing algorithm) essential for product strategy.
- **Developed comprehensive PRDs and interactive prototypes (Axure RP)** for Fleet Management System and Android driver app, translating complex user needs and business requirements into actionable product delivery plans (PRDs with specs).

Paragon Consulting   Sant-Petersburg, Russia

A boutique management consulting firm, providing high-level strategic advisory (market entry, product strategy, financial modeling, data analysis) to major Russian corporations, top-tier banks (e.g., Sberbank, Tinkoff, VTB), and international startups.

Senior Strategic Business Analyst   Feb 2019 – Jul 2020

Achievements:

- **Increased company's project revenue by 2.5x**: led strategic planning of go-to-market project leveraging data-driven analysis and targeted upselling; spearheaded 6 high-impact projects for major local banks, delivering actionable strategies.
- **Secured Estonian Startup Visa for eco-friendly pre-seed startup:** led cross-functional team of 5 to develop market entry strategy and pitch deck; managed 4 analysts and 1 designer; enabled successful international relocation.

AI & TECHNICAL PROJECTS

JLT Menu Mate: AI-Powered Restaurant Concierge Chatbot (Botpress, RAG) - Alpha Stage   Apr 2025 – Present

- Conceptualized, designed, and currently developing an AI-driven chatbot for two JLT, Dubai restaurants (Desi Inn, Afghan Palace) using the **Botpress platform**.
- Engineered an internal **Retrieval Augmented Generation (RAG)** system enabling the bot to access and utilize a knowledge base of menu items, general restaurant information (hours, location, contacts), and FAQs.
- The chatbot is designed to provide personalized menu recommendations (based on spiciness, cost, dietary needs – e.g., halal, vegetarian), dish ingredients, historical context, and answer general inquiries, enhancing customer experience and operational efficiency.

Post-Quantum Feldman's Verifiable Secret Sharing (Python Library)   Mar 2025 – Present

- Developed in VSCode with **Github Copilot, Gemini, Grok-3, ChatGPT, Claude AI, Deepseek AI** & published (PyPI) Python library with enhanced post-quantum security (hash-based commitments, large primes).
- Focused on high reliability and security, Byzantine fault tolerance, fault injection countermeasures, Bastion Github Action.

Keywords4CV   Jan 2025 – Present

- Developed and actively maintain an open-source Python tool leveraging **Natural Language Processing (NLP)** and **Machine Learning principles (TF-IDF, fuzzy matching, semantic validation)** for advanced keyword extraction from job descriptions to enhance job application effectiveness.

- Engineered using a multi-AI model feedback loop **(DeepSeek, Grok, Gemini, ChatGPT, Claude)** for code generation, testing, and refinement, demonstrating practical application of AI in software development.).

AI-Powered Content Strategy & Generation for World Arabia (world-arabia.com)   Jan 2024 – Dec 2024

- Developed and executed a high-volume content strategy for a UAE-focused digital publication, leveraging advanced prompt engineering with **Google's Gemini AI to produce over 40 SEO-optimized articles** on diverse topics (Lifestyle, Culture, Business, Tourism).
- Managed the end-to-end content lifecycle including **AI-assisted generation**, rigorous editing, fact-checking, and optimization based on client SEO requirements and feedback, demonstrating efficient application of **AI for scalable content creation**.

PROFESSIONAL TRAINING

Generative AI for Software Development Skill Certificate (DeepLearning.AI)   Jun 2025

- Actively completing a 3-course series by **Laurence Moroney (former AI lead at Google)** focused on leveraging Generative AI (LLMs like ChatGPT) in the software development lifecycle.
- Gaining practical skills in prompt engineering for code generation, testing, documentation, dependency management, pair programming with AI, and AI-assisted software/database architecture design.
- Focus: Enhancing code quality, accelerating prototyping, and integrating AI as a collaborative partner in engineering tasks.

AI Prompt Engineering Expert (One Million Prompters Initiative)   Jan 2025

- Successfully completed the prestigious "One Million Prompters" global initiative, **launched by H.H. Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai**, and overseen by the Dubai Future Foundation (DFF).
- Gained accredited certification and expertise in advanced AI prompt engineering across modules including: Unleashing AI Power, AI Chatbot Command, AI-Powered Productivity, and Creative Frontiers with Generative AI.
- Mastered techniques for leveraging AI tools (e.g., Gemini, Claude) to enhance productivity, generate creative content, and solve complex problems, aligning with Dubai's vision as a global AI leader.

Data-Driven Product Management Simulator (GoPractice)   May 2023

- Achieved top-tier score (91%, surpassing 69% of students) in an immersive B2C mobile app simulation.
- Mastered advanced product analytics (Amplitude), cohort/funnel analysis, A/B testing design & interpretation, KPI definition, qualitative/quantitative user research, and data-driven growth strategies.

Become a Product Manager Learning Path (LinkedIn Learning)   May 2023

- Completed 19-hour comprehensive learning path covering product vision & strategy, lifecycle management, Agile methodologies (Scrum, Kanban), customer development, MVP, market analysis, roadmapping, and technology basics for PMs.

Enterprise Design Thinking Practitioner (IBM)   Apr 2023

- Certified in IBM's framework for user-centered design, empathy, ideation, and applying design thinking principles to solve enterprise challenges.

Continuous Product Discovery (Product Compass)   Jun 2023

- Certification in continuous product discovery principles and practices.

EDUCATION

Graduate School of Management of Saint-Petersburg State University   Sant-Petersburg, Russia

Russia's leading business school and the only one holding "Triple Crown" accreditation (AACSB, AMBA, EQUIS), ~top 1% global.

Master's in Business Management | 3.7 GPA   Sep 2019 – Jul 2021

- **BCG Case Competition:** 3rd place in prestigious international consulting case competition by Boston Consulting Group.

SKILLS

Languages: English (Fluent), Russian (Native), French (Pre-intermediate), Georgian (Pre-intermediate).

Tools: VScode, Excel, GitHub, Jira, Confluence, Figma, Axure RP, G Analytics, Amplitude, Burp Suite, Postman, Python, SQL.

AI Tools: ChatGPT, Gemini, Deepseek, Grok, Claude, Botpress, Github Copilot, Midjourney, Dall-E