

# KUMAR THANGAMUTHU

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Product manager who has shipped two consecutive 0-to-1 enterprise AI platforms. First, a data and AI/ML asset governance platform that scaled to 100+ deployed enterprise customers. Then, an AI-native decision intelligence SaaS on Microsoft Fabric with LLM-powered decision explainability, taken from concept to GA in under 12 months as solo PM. Hands-on technical depth in LLM API integration (Anthropic, Gemini, Llama via Groq), prompt engineering, vector search, knowledge graphs, and compound AI patterns. Operator-builder who runs his own LLC and ships live LLM products under it.

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## SELECTED PROJECTS

### **AI Crew Chief** (*Dec 2025 to Present*)

Compound AI system that decides go/no-go between motorcycle racetrack sessions, synthesizing telemetry, ML risk modeling, real-time weather, and historical setup notes into a single trusted recommendation. At 160mph, hallucination is a disqualifier, not a bug.

- Four-layer architecture: deterministic Python guardrails for safety limits, Random Forest risk classifier (Scikit-Learn) on telemetry, real-time weather (Open-Meteo API), and RAG over setup notes (ChromaDB), with Llama-3.3-70b on Groq as semantic router rather than decider.
- Published the architecture and broader thesis on compound AI for safety-critical decisions in fintech and healthcare as a long-form LinkedIn post: [Beyond Chatbots: Why I Built a Compound AI System to Trust My Life at 160mph](#).
- Direct precursor to design patterns now applied to AI-native decision intelligence at SAS. Active roadmap: integrate live biometric data (heart rate, breathing) from Garmin.

### **Facet: usefacet.app** (*EiYa LLC, May 2026 to Present*)

LLM-powered web app that rewrites LinkedIn profile content for tech workers between jobs. Free, no signup. 40+ sessions in the first 48 hours of launch from organic distribution.

- Designed and shipped end-to-end: prompt-driven rewrite engine across four content modes (headline, bullet, summary, post), three-level editing intensity, diff-based review UX.
  - Architected against Anthropic and Gemini APIs (direct REST, no SDK) with primary/fallback model chains, jittered exponential backoff, and a paid-tier provider posture so user content stays out of training corpora. Built a custom prompt evaluation framework with hand-curated cases hitting the live API.
  - Operate the LLC as legal entity (formation, ToS/privacy, provider compliance) and own the production stack: Next.js, Vercel, Upstash Redis, Sentry with PII scrubbing, PostHog.
  - Pivoted positioning post-launch from a generic LinkedIn optimizer to serving tech workers between jobs based on early usage signal, removed the signup gate.
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## PROFESSIONAL EXPERIENCE

### **AI-Native Decision Intelligence SaaS on Microsoft Fabric** (*SAS Decision Builder*)

Senior Product Manager · SAS · Remote · 2024 to Present

Solo PM for SAS's first cloud-native AI decisioning SaaS. Took it from concept to Microsoft Marketplace GA in under 12 months with pay-as-you-go pricing. Owned product, GTM, partner enablement, and Microsoft co-sell end-to-end during a fund-or-kill investment window.

- Defined the product as a decision orchestration layer where customers compose decisions from rules, custom Python, ML models (Azure ML, MLflow), and recursive sub-decisions in a visual decision flow UI.
- Shipped LLM-powered decision explainability that generates plain-English rationale and supporting evidence for every decision, addressing a regulated-industry requirement legacy decisioning platforms do not meet.
- Drove pre-production decision validation as the competitive wedge: simulating decisions against historical data and surfacing edge cases before deployment, a primary sales hook in regulated industries.
- Launched on Microsoft Marketplace; defined value metric, free-tier limits, and product-qualified-lead criteria bridging self-serve activation to enterprise co-sell pipeline.
- Ran the Microsoft co-sell motion solo without a partner manager. Initiated co-sell pursuits and built the partner enablement program for SIs and resellers from scratch.

- Converted design partners and paying customers across banking, insurance, and public sector use cases (credit risk, underwriting, emergency-call triage), with named references in regulated industries.
- Ran 15+ customer discovery interviews; produced 15+ YouTube product demos, 7+ long-form blog posts, and multiple webinars, substituting for a non-existent product marketing function.
- Authored the fund-or-kill business case for leadership and secured continued investment.

### **Data and AI/ML Asset Governance Platform** (*SAS Information Governance & SAS Lineage on SAS Viya*)

Senior Product Manager · SAS · Cary, NC · 2021 to 2024

Senior PM for SAS's 0-to-1 entry into data cataloging, discovery, governance, lineage, and AI/ML asset management. Joined during customer discovery, drove the platform through GA in 2021, and led scale-out to 100+ deployed enterprise customers across financial services, insurance, healthcare and pharma, public sector and federal civilian, telecom, retail, and technology.

- Owned product strategy and roadmap for a platform spanning discovery, classification, profiling and quality, governance and stewardship, and AI/ML asset cataloging, clustered into five capability pillars on a unified metadata layer. Led v2 evolution from keyword search to embedding-based semantic search paired with a knowledge graph capturing business context, ownership, lineage, and asset relationships.
- Extended cataloging and discovery to model and decision assets, governing them in the same plane as data, and shipped data products and business glossary as first-class authoring surfaces. Integrated with model registries (MLflow, customer-specific) so model lineage flowed into the catalog alongside data.
- Defined a 100+ classifier portfolio across regulatory packs (GDPR, CCPA, HIPAA, PCI-DSS, GLBA, SOX, BCBS 239) and industry packs, with confidence-scored outputs and human-in-the-loop steward workflows tunable per tenant. Drove on-prem and air-gap deployable architecture as a strategic moat in regulated verticals, winning deals where SaaS-only competitors could not bid.
- Led pricing and packaging redesign post-GA, introducing term license tiers and capability-based bundles aligned with how customers deployed and expanded.
- Drove integration coverage across 40+ connectors (Snowflake, Databricks/Unity, Microsoft Fabric/Synapse, BigQuery, Teradata, Oracle, S3/ADLS, SharePoint, Kafka, dbt, Airflow, Salesforce); defined customer-pull and vertical-coverage priorities for the connector roadmap in partnership with the connector platform PM. Established and ran the analyst relations program with 10+ Gartner and Forrester briefings on AI and data governance positioning.
- Worked with 12+ design partners pre-GA across financial services, healthcare, public sector, pharma, and telecom. Partnered with a 36-person product org (30 engineering, 4 design, 2 data science) plus PMM, security, legal, and finance, reporting to the GM/Business Unit Lead. Proposed a hub-and-spoke PM structure that was partially adopted, with module-level PM peers picking up capability pillars.

### **Principal Technical Architect** (*Pre-Sales*)

SAS · Cary, NC · 2018 to 2020

Pre-sales solutions architect and force-multiplier for the pre-sales consultant organization. Partnered with NA and EU enterprise prospects on technical fit, reference architectures, and POC design across the SAS data management portfolio.

- Led architectural discovery and solution design for Global 500 deployments across financial services, insurance, healthcare, public sector, and telecom. Standardized data governance reference architectures used across the field organization, accelerating subsequent engagements and feeding field learnings back into the product roadmap.

### **Senior Software Engineer / Tech Lead** (*SAS Data Preparation and Profiling*)

SAS · Middleton, MA → Cary, NC · 2012 to 2017

Tech lead for the team building SAS's data preparation and profiling products, the upstream surface for analytics and ML on enterprise data. Earlier, contributed to retail and customer analytics product engineering for major NA and EU retailers.

### **EDUCATION & TECH STACK**

MBA, Boston University Questrom · MS Computer Science, Illinois Institute of Technology · BE Computer Science, Bharathiar University (India)

**LLM and AI:** Direct LLM API integration with Anthropic, Gemini, and Llama (via Groq); evaluation across providers including OpenAI. Prompt engineering and eval frameworks. Embeddings, vector search (ChromaDB), knowledge graphs. Compound AI and agentic workflows. Model registries (MLflow, Azure ML). Scikit-Learn.

**Data and platform:** Microsoft Fabric, Azure, Snowflake, Databricks/Unity Catalog, BigQuery, Teradata, Oracle, S3/ADLS/SharePoint, Kafka, dbt, Airflow, Salesforce, SQL.

**Web stack:** Next.js, React, TypeScript, Vercel, Auth.js, Upstash Redis, Sentry, PostHog.