

Danqing Ye

AI Product Leader — Consumer & Enterprise

danqye@gmail.com

(812) 606-7859

San Francisco, CA

Product leader with 14 years building and commercializing AI, data, and platform products across consumer and enterprise. Launched six 0→1 products serving 5,000+ organizations and roughly \$200M in ARR, including a top product that reached \$28M ARR in its first year; led conversational AI for United Airlines, Audi, and Texas WIC, and drove consumer growth and checkout work at Coursera and Sears. Most recently I built an AI-native M&A workflow platform from nothing to paying customers by automating research, outreach, and opportunity evaluation, designing how it retrieves information, where a human stays in the loop, and how output quality gets measured, and shipping the working software myself.

EXPERIENCE

Closeness.ai — Fintech AI workflow product

2024 — Present · Remote

Founder & Product Lead

- Built and launched an AI-native M&A workflow platform with 5 design partners and 9 paying businesses; reduced campaign production time by 70% and report-generation effort by 60%, informed by 200+ customer interviews.
- Designed the multi-step AI architecture spanning company research, retrieval-augmented generation, model selection, campaign-level context, prompt orchestration, structured outputs, exception handling, and human review.
- Established an evaluation approach for factual accuracy, relevance, and personalization, using human review and customer feedback to improve prompts, retrieval, and workflow performance.
- Recruited and led a five-person team with engineering experience from Google, Amazon, and Apple.

Bracken, LLC × Search Fund Accelerator — Private equity

2023 — 2026 · Remote

CEO in Residence

- Built investment business cases and multi-year product and value-creation roadmaps for enterprise technology and services companies, assessing market opportunity, customer needs, competition, and operations.
- Secured \$30M in acquisition financing and advanced five offers/LOIs by aligning business owners, investors, lenders, and operating partners around transaction and post-acquisition growth strategy.
- Built a proprietary pipeline reaching 20,000+ business owners and evaluated 500+ companies, leading C-level conversations on M&A, partnerships, growth, and succession.

Acquire — Enterprise conversational AI SaaS, Tiger Global funded

2022 — 2023 · San Francisco

Director of Product

- Owned strategy and delivery for enterprise conversational AI, messaging, chatbot, and agent-support workflows, taking support teams from one customer conversation at a time to an average of ten.
- Built a migration and rollout plan protecting \$4M in at-risk enterprise revenue for customers including United Airlines.
- Distilled customer-specific requirements into five core platform capabilities and launched V2 with self-service personalization, reducing one-off implementations; shaped solutions for Texas WIC, Audi, and Carta.

Coursera — World's largest online learning platform

2022 · New York

Staff Product Manager, Head of University Issued Certificates

- Owned strategy, roadmap, and the end-to-end acquisition, activation, and engagement journey for the University Certificate portfolio, using A/B testing and funnel analysis to prioritize and reporting results to executives.
- Redesigned search and discovery experiences, increasing click-through rate by 12% and high-intent traffic by 30%; launched personalized messaging journeys that lifted activation 7% and retention 8%.
- Validated product-market fit and launched Certificates for Enterprise in India, generating approximately \$1M in three months across product, sales, marketing, and partner teams.

EXPERIENCE, CONTINUED

Vizient — Healthcare data & performance improvement, U.S. #1 GPO2019 — 2022 · Chicago

Product Manager, Product and Design Lead

- Led discovery, design, and commercialization of a six-product 0→1 AI-enabled healthcare analytics portfolio scaled to 5,000+ hospitals and roughly \$200M in ARR; the lead product reached \$28M ARR in its first year.
- Established the design system, reusable patterns, workflow capabilities, and accessibility standards, achieving 99% accessibility compliance.
- Led a team of 3 product and design professionals and aligned cross-functional teams to launch 6 enterprise products supporting ~\$250M+ in annual contract value.
- Launched an internal workflow automation platform for data governance that cut manual effort by 3 hours per user.

Trendy Commercial — UOLO — High-end travel & event planning2017 — 2019 · Los Angeles

Founder, Head of Product & Design

- Launched a travel platform serving 116 customers and generating \$3M in revenue in two years, building an ecosystem of vendors and contractors for trade shows, concerts, film awards, and premium travel.
- Launched 8 offerings through market analysis, partner development, and go-to-market execution.

Sears2012 — 2017 · Chicago

Senior Product Manager 2014 — 2017

- Redesigned the customer checkout journey, launching ~90 customized scenarios that increased conversion revenue by \$5M and raised the product's UX rating from outside the top 100 to #3.
- Owned the profile and customer data platform portfolio — APIs, identity and SSO services, microservices — and built an ML-powered customer-insights capability that turned feedback into recommendations for product teams.
- Launched recommendation-model experiments via A/B/C testing, increasing site-wide click-through rate by 30% while reducing annual vendor costs by \$500K.

Senior Technical Program Manager 2013 — 2014

- Led enterprise cloud transformation across 30 cross-functional teams, migrating 24 databases to an AWS data lake and modernizing reporting to improve decision-making efficiency by 60%.
- Redesigned customer support journeys so in-store experts could assist customers via the messaging app, reducing call center demand by 200K interactions within six months.

EDUCATION

Kellogg School of Management Master of Business Administration Northwestern University · Evanston, IL · 2019 — 2022	Indiana University Bloomington BS, Computer Science & Human-Computer Interaction Design Digital Art minor · Bloomington, IN · 2008 — 2012
--	--

SKILLS & ADDITIONAL

AI product	Generative AI, RAG, prompt orchestration, model evaluation, human-in-the-loop workflows, AI quality measurement, exception handling, workflow automation.
Technical	SQL, APIs, system integrations, data pipelines, cloud platforms, Python, JavaScript, Claude Code, Cursor, Roo Code, Codex.
Research & design	Empathy and stakeholder interviews, focus groups, moderated and lab usability studies, A/B testing, accessibility evaluation, competitive analysis, persona development.
Advisory	Consulted, designed, and developed for 11 startups, representing \$17M in revenue impact.