ADAM PAUL

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SUMMARY

AI product manager and program manager with 12+ years leading enterprise SaaS delivery, Agile transformation, and independent AI product development. PMP-certified, with a physics and applied-math background that translates into a genuine technical fluency with embeddings, retrieval-augmented generation (RAG), and agentic workflows, not just the vocabulary. Track record spans Fortune 500 implementation programs, co-founding a software consultancy that scaled multiple apps past 1 million registered users each, and 0-to-1 AI product builds, with consistent strength in cross-functional and executive stakeholder alignment, risk management, and turning ambiguous problems into shipped, adopted solutions.

CORE COMPETENCIES

- AI/LLM Product Development (RAG, agents, MCP)
- LLM API Integration (OpenAI, Anthropic, Gemini, Perplexity)
- 0-to-1 Product Launches
- Product Strategy & Roadmapping
- Cross-Functional & Executive Stakeholder Management
- Agile/Scrum Program Delivery
- Enterprise SaaS Implementation
- Distributed & Offshore Team Leadership
- Risk Management
- Client Onboarding & Retention
- Vendor & Contract Management
- Financial Services Regulatory Compliance

PROFESSIONAL EXPERIENCE

Founder, AI Product Manager & Program Manager | Dec. 2023 – Present

Blast Off Apps (operating as AdamPMP.com), Remote

Independent Consulting Practice

- Lead product strategy and full-stack development for AI-powered SaaS products, from discovery and PRDs through model selection and deployment, compressing 0-to-1 delivery cycles from months to days through reusable AI workflow automation.
- Built Present Platform (born from a customer-discovery conversation with a 100-year-old business's marketing director), a one-click multi-platform content generator taken from discovery to launch in under two weeks, cutting post-creation time from 10 minutes to under 60 seconds.
- Built Engagento, a multi-tenant B2B SaaS platform, end-to-end with Claude Code as AI coding partner, taking it from design to production deployment in one week and reducing a 30-minute manual content workflow to under a minute.
- Took Source-Surf from concept to launch in under two months, automating administrative tasks so independent educators could focus on 1:1 instruction.
- Built AI Oracle (aioracleapp.com), a decision-memory SaaS that turns notes and decisions into searchable institutional memory, surfacing conflicts, supporting evidence, and prior context directly inside Google Docs, Sheets, and Slides via a browser extension.
- Integrated OpenAI, Anthropic, and Gemini APIs across the product portfolio, implementing retry logic, token budgeting, streaming responses, and RAG pipelines (OpenAI embeddings plus pgvector) for production use.

Implementation Manager | Dec. 2022 – Nov. 2023

Naehas Inc., Remote

Enterprise SaaS for federal disclosure compliance, used by major U.S. banks.

- Owned enterprise B2B SaaS implementations end-to-end, from contract signing through steady state, for top-tier U.S. and global banking clients.
- Led enterprise implementation projects with cross-functional teams of 30-50 executives, directors, and senior personnel, coordinating regulatory compliance requirements with technical product development across internal and external stakeholder groups.
- Led stakeholder alignment across clients, Product, and Implementation teams during a critical scaling phase, supporting 100–150 internal employees.

- Led onboarding and governance for a $2M+ ARR keystone account with a leading U.S. financial institution, running a multi-cadence structure of weekly workstream meetings plus a 30-person cross-functional all-hands and owning Implementation budget allocation across 5-6 parallel workstreams.
- Built a rolling risk register for enterprise implementations, logging compliance, integration, and resourcing risks weekly with mitigation plans ahead of customer go-live.
- Built and maintained direct relationships with the account's executive sponsors and technical leads through regular operational reviews, protecting the $2M+ ARR relationship through Naehas' scaling phase.
- Led a Tableau integration into Naehas' SaaS offering for the keystone account, scoping data pipelines, reporting configurations, and post-launch validation.
- Led a proof-of-concept for Naehas' enterprise account, a global banking institution, surfacing compliance and integration gaps that fed directly into the company's POC-to-contract playbook
- Introduced Scrum ceremonies and integrated Jira with Monday.com, giving Product and Implementation a shared, real-time view of project status and measurably cutting cross-team miscommunication.

Senior Product Manager, Scrum Master | 2018 – Dec. 2022

Blast Off Apps (Co-Founder), Remote

Software consulting firm partnering with entrepreneurs and Fortune 500 clients to build custom mobile and web products.

- Promoted to Senior Product Manager, managing a team of 3-5 product managers as direct reports across distributed client engagements.
- Led Product Lifecycle Management and aligned 50+ concurrent stakeholders per engagement across the US, India, South America, and Europe, including Fortune 500 executives and non-technical founders.
- Scaled multiple client consumer apps to over 1 million registered users each.
- Coached cross-continental developer and PM cohorts in Agile practices and Blast Off Apps' scoping methodology, cutting ramp time and holding delivery consistency across time zones.
- Owned risk identification and mitigation across concurrent engagements, managing scope, budget, and resourcing ahead of impact.

Product Manager | Mid 2015 – 2018

Blast Off Apps (Co-Founder), Remote

- Designed and led 0-to-1 development of the 5/5-rated Mercury Platform, a dual-sided SaaS (AWS, React): a client-facing board with full visibility into developer progress, synced to an internal technical Kanban flow that kept technical chatter contained.
- Built the ML-driven quoting engine within the Mercury Platform, applying a physics and linear-algebra background well ahead of ML's later commoditization, to cut agency quote turnaround from over an hour to under 10 minutes and use similarity matching to surface competitive feature gaps during sprint planning and backlog grooming.
- Created Agile-as-a-Service, an embedded three-person Scrum team (PM, Scrum Master, developer) billed at a premium $81/hour blended rate, driving roughly 3x retention and 10x revenue per client.
- Cut manual workflow overhead by roughly 80% through user-centred design methodologies and intelligent automation via the Mercury Platform.

Associate Product Manager | Jan. 2014 – Mid 2015

Blast Off Apps (Co-Founder), Remote

- Co-founded Blast Off Apps and joined the founding team with a Developer and Product Manager, supporting Product Lifecycle Management across early client engagements
- Led Sales, Marketing, Onboarding, and client relationships as Scrum Master and Team Lead.
- Supported coordination of cross-continental developer teams (US, India, South America, Europe), building the distributed Agile foundations that later scaled company-wide.
- Assisted in risk identification, scope tracking, and resourcing on early builds ranging from sub-$50K MVPs to larger engagements.

EDUCATION

Bachelor of Arts, Physics, West Virginia University | 2014

CERTIFICATIONS

Project Management Professional (PMP)®, PMI, #3276092
Scrum Fundamentals Certified (SFC™), ScrumStudy, #931515
AI for Product Management, Pendo