

DAN GUNDERSON

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EXPERIENCE

DataRobot

Jun 2021 – Sep 2025

Senior Product Manager, Growth

Drove 0→1 SaaS launch to \$20M+ ARR by leading discovery, pricing, and GTM strategy.

- Led 0→1 launch of new SaaS deployment model, owning end-to-end discovery, pricing, and GTM; scaled to 45+ customers, \$20M+ ARR, and new compliance regimes.
- Drove 3X increase in trial-to-paid conversions by optimizing activation funnels and 15% reduction in time-to-value through data-driven product iterations.
- Designed and delivered entitlements infrastructure enabling frictionless exploration of premium features; created natural upsell moments that drove 3% expansion in ARPU.
- Initiated product intake/discovery/prioritization process, accelerating execution across 100s of R&D stakeholders.

Platform Product Manager, Cloud Infrastructure & Security

Secured and managed platform services supporting 68B+ predictions and 11M+ models trained annually.

- Obtained C-suite approval to overhaul enterprise data security policies across 19K+ users, aligning engineering, sales, data science, and support leaders to prioritize customer trust.
- Developed a secure credential-sharing system that resolved key customer security objections, onboarded 200+ users, and evolved into a core platform feature powering diverse use cases.
- Delivered enterprise OAuth platform for LLM tools, enabling secure, governed access to internal knowledge repositories for users across 400+ enterprise customers.

Slingshot

Mar 2019 – Jun 2021

Product Manager, Public Sector

Built two 0→1 real-time data analytics products capturing \$5.6M revenue.

- Assumed ownership of stagnant hardware-dependent product; transformed to cloud-native architecture, pitched roadmap to customers, and secured \$3M deal.
- Led 7-member cross-functional pod of engineers, designers, and sales leaders to deliver complex data visualization tools grounded in customer discovery and continuous feedback.

United States Air Force

May 2013 – Mar 2019

Officer, Developmental Engineer

Technical lead for aircraft and satellite programs, bridging operator needs with contractor deliverables.

- Hand-selected to lead a 6-person incubator team; designed and built an AI-powered prototype system—won two U.S. Department of State awards and secured a patent.
- Oversaw factory production, launch processing, and on-orbit activation of two \$900M communications satellites, delivering 26% additional bandwidth to military and partners.

EDUCATION

University of Southern California

2018

Master of Business Administration

United States Air Force Academy

2013

Bachelor of Science, Mechanical Engineering