DAN GUNDERSON

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PRODUCT LEADER | 7+ YEARS

Product professional with 7+ years of experience building and scaling impactful solutions in fast-growing SaaS, AI, platform, and consumer environments. Led 0→1 launches of scalable enterprise platforms driving $20M+ ARR and expansion into new markets. Expert at driving complex initiatives within matrixed organizations.

EXPERIENCE

Sandboxx Inc.

Product Manager, Waypoints **Apr 2026 – Present**

- Leading product development for Waypoints, an AI-powered career development application for active duty service members.
- Architecting core product features including promotion eligibility calculators, fitness assessment scoring, and ingestion pipeline for automated military content distribution.

Rebel Space **Oct 2025 – Apr 2026**

Product Advisor (Contract)

- Shaped product requirements and GTM strategy for diffusion-based synthetic data platform that orchestrates distributed ML training jobs across MLflow, model registry state, and multi-stage generation pipelines.

DataRobot **Jun 2021 – Sep 2025**

Senior Product Manager

Led platform and infrastructure products spanning enterprise identity, compliance, consumption-based pricing, and self-service growth turning complex architecture into measurable business outcomes.

- Led 0→1 launch of a new HIPAA-compliant SaaS deployment model unlocking $20M+ in pipeline from healthcare and finance verticals.
- Led zero-downtime migration off a fragile homegrown identity service to scalable auth platform, eliminating recurring production incidents impacting enterprise login reliability.
- Delivered customer-managed encryption keys (CMEK) for multi-tenant deployments, enabling customer-controlled data governance; cited as deciding factor in $700K customer win.
- Defined and executed product-led and sales-assisted growth strategies, including a self-service trial experience that reached 2,500 MAU and drove a 3X increase in conversions.
- Launched metering platform and consumption-based pricing for CPU, GPU, and API usage, unlocking new growth and aligning monetization with customer value.
- Built entitlements infrastructure that enabled governed access to premium capabilities across enterprise tiers, creating upsell moments and 50% reduction in feature access support tickets.
- Led a phased rollout of frozen runtime environments to ensure the prediction accuracy and uptime of production models for Fortune 100 and enterprise customers, achieving zero churn.

Platform Product Manager, Cloud Infrastructure & Security

Led development and strategy for enterprise identity and access management, including SSO, SAML, OIDC, RBAC, feature flags, entitlements, and user management.

- Obtained C-suite approval to overhaul enterprise data security policies across 19K+ enterprise users, aligning engineering, sales, data science, and support leaders to prioritize customer trust.
- Developed a secure credential-sharing system that resolved security objections, onboarded 200+ users, and evolved into a core platform feature powering dozens of additional use cases.

- Delivered enterprise OAuth platform for LLM tool-calling, enabling secure, governed access to internal knowledge repositories for users across 400+ enterprise customers.
- Led the evaluation and selection of an enterprise API Gateway to consolidate ingress across 12 routes; authored requirements, compared alternatives, and secured cross-functional buy-in.

Slingshot **Mar 2019 – Jun 2021**

Product Manager, Public Sector

Built two 0→1 real-time data analytics products capturing $5.6M in revenue for Series A startup.

- 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 GTM partners 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

ADDITIONAL

Certifications

AWS Cloud Practitioner | Product-Led Growth | Certified ScrumMaster | Google Analytics | Google UXD

Core Competencies

Enterprise Platform PM | API & Integration Strategy | Compliance & Security | Cross-functional Program Leadership | Pricing & Packaging | Self-Service & Growth | Enterprise Customer Empathy | 0→1 Product Development | Technical Fluency | Frontend Design