Arslan Qadri

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SUMMARY

Full stack product leader and builder with over 13 years of experience building and scaling AI/ML products from zero to enterprise scale. Architected production-grade LLM applications that realized $10M+ in incremental revenue and replaced manual workflows with autonomous, high-fidelity systems. Proven track record of leading cross-functional teams to deliver "privacy-first" AI solutions and on-device modeling that prioritize data security and ethical transparency. Passionate about building intelligent systems that augment human decision-making while maintaining user trust and measurable business impact. Check out some of my work @ qads.us

TECHNICAL SKILLS

- **Product**: Product strategy, user research, problem validation, prototyping, system design, agile execution, metrics & experimental design, scaling
- **Technical**: Python, SQL Adaptive to & experienced with other general programming as well. Application building, deployment and maintenance.
- **Analytics skills/tools:** Statistics & Machine Learning, Deep Learning, Generative AI, Agentic AI, RAGs, Large Language Models (LLMs), Vector databases, Agentic AI

WORK EXPERIENCE

VERIZON   Basking Ridge, NJ, USA
Technical Product Manager - Lead Management (Sales)   11/2021 - Present

- Identified inefficiencies in manual lead generation processes and designed the "Agentic Lead Router" solution, transitioning the system to autonomous, multi-step AI workflows that intelligently prioritizes and routes sales opportunities based on predictive signals.
- Realized $10M+ in incremental revenue by introducing AI-driven lead prioritization and time to call, achieving a sustained conversion lift for outbound sales initiatives across consumer campaigns.
- Spearheaded the "Digital Summary" framework to unify siloed customer signals, synthesizing complex digital interaction data into actionable context for leads. This initiative provided sales reps with a comprehensive view of customer intent, driving a 4% increase in conversion rates.
- Built a POC of a market insight platform, integrating disparate data sources—including win/loss share, promotional history, and social sentiment—to identify key drivers of business performance. Engineered a simulation engine to optimize promotional strategies and deployed an agentic recommendation tool that critiques insights to provide automated, actionable next steps for leadership.
- Directed the AI solution architecture across use cases, bridging the gap between engineering and leadershipto translate complex business problems into technical designs that delivered measurable revenue growth. Led cross-functional teams from initial specification through to deployment and impact measurement.
- Designed and currently leading the development of dynamic offers model MVP for digital browse leads to minimize the costs of offers to Verizon while at the same time maintaining conversion rates.
- Owned end-to-end product roadmap and delivery timelines, successfully launching multiple MVPs and pilots as well as general availability, while resolving cross-functional blockers through transparent communication and agile methodologies.
- Designed and supervised A/B testing to validate product value, optimize model performance, and drive continuous improvement of lead management use cases such as lead prioritization, time to call and digital context summary.
- Enabled "Digital Twin" simulation development by managing cross-functional delivery of virtual retail store replicas that model customer flow and staffing optimization, providing leadership with data-driven frameworks for operational decision-making.

VERIZON   Basking Ridge, NJ, USA

Principal Data Scientist - Consumer Acquisition   06/2019 - 11/2021

- Partnered with product marketing managers to analyze market opportunities, scope new products, and measure campaign effectiveness as senior data scientist for consumer marketing.
- Investigated business anomalies and growth opportunities through deep-dive analysis, identifying root causes and recommending data-driven solutions to increase device acquisitions.
- Developed marketing promotion analysis model using to evaluate impact of past campaigns on market share, informing design of new value propositions and competitive positioning.
- Conducted market-driven analyses and presented strategic recommendations to leadership in biweekly executive deep dives, translating complex data insights into actionable business strategies.
- Managed consumer databases and ML infrastructure to execute large-scale predictive analytics, supporting new product development from concept through launch.

VERIZON   Basking Ridge, NJ, USA

Data Scientist - Base Management   02/2017 - 05/2019

- Built data science capabilities for CRM team focused on churn minimization, identifying high-risk customer segments and targeting them with personalized retention offers.
- Developed autonomous churn forecasting and alerting system using ML, built in Python, SQL, and Unix, enabling analysts to understand trends and make proactive business decisions.
- Created 102-level forecasting framework that automated manual analysis processes, improving speed and accuracy of churn prediction across customer lifecycle stages.
- Provided ad hoc analysis to wireless leadership and campaign teams, delivering insights on customer behavior patterns and actionable recommendations to reduce churn and increase revenue.

INFOSYS TECHNOLOGIES LIMITED   Mangalore, KA, INDIA

Senior Systems Engineer (Data Engineer)   06/2011 - 05/2015

- Consulted for several international retailers such as Gap, Vodafone Sales and JCPenny.
- Process Automation: Designed and developed solutions in UNIX and PLSQL to automate retail business and support processes, replacing man hours spent on the jobs by daily run jobs.
- Data Analysis: Analyzed retail data and provided support for Oracle Sales platform for GAP
- Data Transformation: Developed pipelines to clean/manipulate data to pump into Oracle's sales systems.

OTHER PERSONAL PROJECTS

- Developed and launched a 'privacy first' [iOS app](#) that utilizes on device open-source models to provide real time analysis and improvement recommendations of speech metrics, including pitch, melody, and clarity.
- Developed interactive professional portfolio (qads.us) platform featuring a RAG powered chatbot for employer inquiries, integrated with a backend for content management, traffic analytics, and automation.
- Automated personal knowledge management using an E2E pipeline that ingests hundreds of newsletters, podcasts, and AI papers weekly. Processes a 6M token corpus into Google Drive for NotebookLM to generate curated personal podcasts and study materials, with minimal effort and virtually no processing cost.
- Proficient in deploying Stable Diffusion, Flux, and Wan/Kimi models via ComfyUI and Automatic1111, utilizing both local hardware and cloud GPU clusters (Vast.ai) for high scale image and video generation.

EDUCATION

University of Illinois, Urbana-Champaign, IL, USA

MBA – Marketing and Strategy   2024

Stevens Institute of Technology, Hoboken, NJ, USA

MS in Data Science   2016

Narsee Monjee Institute of Management Studies (NMIMS) Mumbai, MH, INDIA

Bachelor of Technology in Computer Science   2011