

PARTH ACHARYA

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Relevant Work Experience

Amazon, Austin (TX)

Senior Product Manager — Technical, Amazon Web Services [Applied AI Solutions]

Jun 2022 – Present

- Founding PM for an applied-AI product that lets ML developers directly search, curate, and ship the petabyte-scale real-world multi-modal data they need for training, simulation, and labeling.
- Defined the multi-modal query and retrieval experience — natural-language + structured filters, embedding-based ranking across video and time-series signals, and the ability to drill from any scene into its events and signal traces.
- Designed the agentic discovery system — multiple agent patterns with tool use driven by query intent — to hold interactive SLA (sub-second to <20s) and agentic SLA (<2 hrs) at petabyte scale.
- Specified the evaluation harness — golden sets, ranking quality metrics, regression gates — as the promotion criterion for every model release; fine-tuned foundation and task-specific models on vendor-sourced training data.
- Collapsed ML data discovery from hours to minutes, cut customer OpEx ~40%, lifted model accuracy ~10%; commercialized to mid-single-digit \$M ARR with a high-teens \$M pipeline and lighthouse co-development closed.
- Led cross-functional execution across the full product delivery stack — engineering, applied science, UX, GTM, solutions architecture; sourced and owned a \$250K strategic vendor portfolio for training-data acquisition and labeling.
- Designed pricing, tiers, and enterprise agreements across beta, private, GA; authored commercial terms reviewed by VP/SVP; ran direct-sales GTM for a net-new category.
- Built 19+ strategic partnerships (accelerators/GPUs, simulation/validation, synthetic data/3D, annotation, mapping/location, edge-AI) for differentiated capabilities and co-sell motions.
- Standardized data/evaluation/MLOps with GDPR-aligned lineage and AI traceability; ran 14-customer beta and 6-customer private availability; chaired Customer Advisory Council; press in Reuters and BusinessWire.

Senior Product Manager — Technical, Alexa [Smart Home]

Jan 2021 – Jun 2022

- Owned Alexa Smart Home device-group platform across voice, mobile, and SDKs; set vision and a 3-year roadmap serving 50M+ customers and a broad developer ecosystem.
- Location-aware, multi-home voice: resolved cross-home context errors, removing 1M–1.6M defects/month and upgrading 100K–200K utterances/month.
- Inclusive design at scale: launched state-query prompts that converted 85K–140K failed interactions/month into successful outcomes for customers with visual and mobility impairments; team earned SVP-level recognition.
- Developer platform: led Ambient Home Developer Kit (SDK + APIs + app surfaces) to sync device-group data across Alexa and third-party apps; supported 25M–32M device groups, cut 110M–160M defects/year. Patent: Device Group Synchronization (US12353179). Showcased at Alexa Live 2022.
- Privacy-by-design and org leadership: implemented cross-location sharing controls, renter-landlord governance, and ownership transfer; led PM, applied science, TPM, mobile + voice UX, and 11–32 engineers with weekly VP reviews.

Dell Technologies, Austin (TX)

Principal Product Manager, Global B2B eCommerce

Oct 2018 – Jan 2021

- Led a 3-PM portfolio; orchestrated delivery across a 100+ person onshore/offshore org (96 Eng, plus Design, TPM, QA) to modernize Dell's global B2B commerce following Dell's acquisition of EMC; launched first-gen B2B eCommerce APIs and a self-serve ERP integration platform.
- Operated a global B2B channel at low-to-mid double-digit \$M in quarterly revenue; catalyzed low-single-digit \$M in API-driven revenue within the first quarter post-launch.
- Cut enterprise onboarding from ~2 weeks to <30 minutes; automated 84% of ERP integration steps; cleared ~40% of backlog within one quarter—compressing time-to-value at scale.
- Drove global adoption of the API platform: 12 enterprise customers and 12K–18K live ERP integrations across NA, APJ, and EMEA within the first quarter of launch.

Senior Product Manager, Global B2B eCommerce

Oct 2016 – Oct 2018

- Delivered \$80M+ incremental revenue (attachable hardware warranties) and a 14% lift in revenue-per-visit via cart/checkout and browse funnel optimization.
- Re-architected cart/checkout for complex B2B orders (100+ SKUs, \$10K+ AOV); led migration of a large distributor from EMC's B2B to a unified Dell Technologies platform with seamless ERP integration.

Product Manager, Consumer eCommerce & Black Friday Shopping

Jun 2014 – Oct 2016

- Defined the long-term roadmap for authenticated purchase and loyalty; scaled to 6M+ members by EOY FY16, enabling low triple-digit \$M in margin.
- Led Dell.com's Black Friday program; built a patented high-volume commerce system (US10853833B2) that delivered 100% site stability (first in 3 years), 100% sales accuracy, zero door-buster oversell, and +26% y/y CSAT.

Expertise

AI/ML: Applied AI · GenAI / Foundation Models · Multi-modal Retrieval · RAG · Agentic Systems (Tools, Skills, MCP) · Fine-tuning · Evaluation & MLOps · Vector Search & Embeddings

Product & Domain: 0→1 Product · Enterprise GTM · Strategic Partnerships · Developer Platforms · Autonomous Systems · IoT / Smart Home · Voice & Conversational AI · B2B eCommerce APIs

Credentials & Education

M.S., Management Information Systems — University of Texas at Dallas

May 2014

B.E., Information Technology — Gujarat Technological University, India

May 2012