

## JON KATZUR

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### PROFESSIONAL EXPERIENCE

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I love building and leading high performing data and machine learning teams. I've been a founder, employee 30 to 300, and 1200 to 2500. I know what it takes to launch *and* scale. I'm excited by search, discovery, and recommendation products and technology.

#### PROXIMO DATA – NEW YORK, NY

FOUNDER & CEO

APR 2020 – MAY 2022

- Proximo Data was an autonomous data quality monitoring service. Customers used Proximo Data to ensure their data products work as expected. Core features included time series anomaly detection, timeliness, and schema changes
- Wrote our API with FastAPI. Created visualization and data interaction using Plotly Dash. Integrated with many databases using SQLAlchemy. Backend in PostgreSQL. Deployed in AWS (RDS, Aurora, Batch, Lambda)
- Recruited, trained, onboarded, and managed engineering team including machine learning, full stack, and frontend
- Launched marketing website, got [press](#), created our blog, participated in data communities
- Developed target user, created initial designs, architected system, wrote documentation, won and serviced customers

#### SLACK – NEW YORK, NY

SENIOR PRODUCT MANAGER, SEARCH LEARNING AND INTELLIGENCE

OCT 2018 – APR 2020

- Product lead for user-facing analytics products [Message Activity](#) and [Analytics Dashboard](#) serving 100k MAUs
- Coverage for product launches [here](#) and [here](#)
- Led data product team including machine learning, backend, and frontend engineers, plus product design. Awarded 3 patents for data products powering search + discovery features [user-user](#), [conversational segmentation](#), and [user-topic](#)
- Created working prototypes as product specs – used SQL and Python to extract and explore tabular data, Neo4j and Gephi for graph data, and built interactive dashboards on real data using Python Dash and Google Sheets

#### 1010DATA - NEW YORK, NY (ACQUIRED FOR \$500M)

VP PRODUCT → SENIOR VICE PRESIDENT, PRODUCT

DIRECTOR SOLUTIONS ENGINEERING → VP SOLUTIONS ENGINEERING

SOFTWARE ENGINEER → SOLUTIONS ENGINEER → SR SOLUTIONS ENGINEER

JUN 2011 – OCT 2018

JAN 2017 – OCT 2018

FEB 2014 – DEC 2016

JUN 2011 – JAN 2014

- **Data & Full Stack Software Engineering**
  - Built apps, platforms, and infra to automate business processes, enable machine learning, and power BI
  - Created marketing personalization application for Hospitality company. Data engineering and modeling of disparate source data, and full stack engineering to build interactive personalized marketing system
  - Wrote contract negotiation system for Pharmacy company. Data engineering and modeling to statistically match anonymous patient data and full stack engineering to build interactive pricing simulation tool
  - Engineering & Product lead for analytics solution that grew to \$9.9mm in ARR with 362 customers in 2 years
- **Solutions & Customer Engineering**
  - Led CS org to 124% Net Dollar Retention with 100% Gross Retention over 2 years growing ARR to \$28.2m
  - Created and led 40-person combined Customer Success and Solutions Engineering organization
  - Technology lead for dozens of deals including >10 \$1m+ ARR deals with Fortune 2000 companies
- **Leadership & Strategy**
  - Built 3 new functions (Product, CS, Solutions Engineering), from defining org mission, establishing operating cadence, creating role definition and career ladders, partnering with finance on budget
  - Created product org supporting 80+ engineers and data scientists across 5 products for \$80m ARR SaaS business
  - Ran engineering and product annual and quarterly planning, presented to Board of Directors, partnered with finance to create financial plans, created and managed company wide OKRs and team roadmaps
  - Led product and market positioning during 1010data's M&A process, culminating in a \$500mm acquisition
- **People Management**
  - 3+ years of managing managers, including performance calibration, creating recruiting and interview systems with HR, managing compensation to budget, providing management training and coaching
  - 5+ years of people and performance management including feedback, coaching, and quarterly/annual reviews

#### KATZUR EDUCATIONAL SERVICES – GAITHERSBURG, MD

FOUNDER & HEAD SAT AND LSAT TUTOR

MAY 2006 – MAY 2011

- At 16, I realized a tutoring agency paid me \$15/hour and charged \$45/hour, so I quit and started my own company. Built the business to over 50+ clients and multiple freelance tutors, eventually charging \$120/hour.
- SAT Score: 1590/1600; LSAT Score: 178/180

### EDUCATION

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UNIVERSITY OF MARYLAND, COLLEGE PARK GPA: 3.79, Graduated Cum Laude

AUG 2007 – MAY 2011

BS MATHEMATICS; BA ECONOMICS, MINOR COMPUTER SCIENCE

UDACITY

MAY 2017 – JUN 2018

ARTIFICIAL INTELLIGENCE NANODEGREE