JON KATZUR

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PROFESSIONAL EXPERIENCE

I love building and leading high performing data and machine learning teams. I've been a founder, employee 30 to 300, 1200 to 2500, and now ~1.5million. I know what it takes to launch *and* scale. I'm excited by generative AI, search, discovery, and recommendation products.

AMAZON – NEW YORK, NY   OCTOBER 2022 – PRESENT
SOFTWARE DEVELOPMENT MANAGER, PERSONALIZATION   *JANUARY 2024 - PRESENT*
SENIOR SOFTWARE ENGINEER, PERSONALIZATION   OCTOBER 2022 - JANUARY 2024
- Joined as a Senior Software Engineer after 10 years in management to learn and build production AI systems
- Proposed ANN approach for constraint-based recommendations on Amazon homepage, prototyped solution personally, leading to a new recsys and strategy for homepage recommendations resulting in +2.2% CTR and +$XB/year revenue increase
- Promoted to form new team to build generative AI [Shopping Guides](.) from idea to [public marketing launch](.)
- Lead 15 person team of Applied Scientists, ML and full stack engineers, recruiting from Google Research, Spotify, PHDs, to generate engaging and relevant content using LoRA fine-tuning, actor/eval, RAG, CoT, and surprising amounts of tf/idf

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, data freshness, distributional checks, and schema changes
- Created initial business idea, validated market with user research, raised $2.5m funding led by IA Ventures
- Recruited, trained, and onboarded initial team including machine learning, full stack, and frontend engineers
- Wrote our API with FastAPI. Created data visualizations with Plotly Dash. Wrote database integrations with SQLAlchemy

SLACK – NEW YORK, NY
SENIOR PRODUCT MANAGER, SEARCH LEARNING AND INTELLIGENCE   OCT 2018 – APR 2020
- Product lead for user-facing data products [Message Activity](.) and [Analytics Dashboard](.) serving 100k MAUs
- Ideated and worked to bring ML data products to production with ML Engineers. Data powered features like Search Ranking, Channel Discovery, and Autocomplete. Awarded 3 patents for this work [user-user](.), [conversational segmentation](.), and [user-topic](.)
- Led data product team including machine learning, backend, and frontend engineers, and product design
- Created working prototypes as product specs – used SQL, Neo4j, Spark, Python, Plotly Dash, and Google Sheets

1010DATA - NEW YORK, NY (ACQUIRED FOR $500M)   JUN 2011 – OCT 2018
VP PRODUCT – > SENIOR VICE PRESIDENT, PRODUCT   JAN 2017 – OCT 2018
DIRECTOR SOLUTIONS ENGINEERING – > VP SOLUTIONS ENGINEERING   FEB 2014 – DEC 2016
SOFTWARE ENGINEER – > SOLUTIONS ENGINEER – > SR SOLUTIONS ENGINEER   JUN 2011 – JAN 2014
- **Data Science & Data Engineering**
  - Created and led 40-person customer facing data org including ML Engineers, Data Scientists, Full stack and Data Engineers. Established operating cadence, defined and career ladders, and recruited, hired, and onboarded talent
  - Built apps, platforms, and infra to automate business processes, enable machine learning, and power BI
  - Led organization to 124% Net Dollar Retention with 100% Gross Retention over 2 years growing ARR to $28.2m
- **Leadership**
  - 2+ years of managing managers, leading performance calibration, interview process, managing compensation to budget
  - 5+ years of people and performance management including feedback, coaching, and quarterly/annual reviews
  - Led company wide OKRs, engineering and product quarterly planning, presented to Board of Directors, partnered with finance to set and deliver on financial plans including compensation and infrastructure planning
  - Led product and market positioning during 1010data's M&A process, culminating in $500mm acquisition
- **Product Management**
  - Built product org for $80m ARR business – recruited, hired, and onboarded 10-person team of PMs and designers supporting 80+ person organization including Data Scientists and Database, Backend, and Frontend Engineers
  - Product & Engineering lead for SaaS data product from idea to launch to $9.9m ARR with 362 customers

KATZUR EDUCATIONAL SERVICES – GAITHERSBURG, MD   MAY 2006 – MAY 2011
- 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, hired multiple freelance tutors, eventually charging and taking home $120/hour.
- SAT Score: 1590/1600; LSAT Score: 178/180

EDUCATION

UNIVERSITY OF MARYLAND, COLLEGE PARK GPA: 3.79, Graduated Cum Laude   AUG 2007 – MAY 2011
BS MATHEMATICS; BA ECONOMICS, MINOR COMPUTER SCIENCE
BANNAKER/KEY SCHOLAR – FULL MERIT SCHOLARSHIP