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Top Skills

Product Vision
Product Strategy
Data Analysis

Languages

Romanian (Native or Bilingual)
Russian (Native or Bilingual)
English (Full Professional)
Italian (Elementary)

Certifications

Business Metrics for Data-Driven
Companies
Agile Certified Product Manager,
ACPM
Certified ScrumMaster, CSM

Honors-Awards

1st Place Winner
1st Place Winner
1st Place Winner of Management
Fights Championship
1st Place Winner
1st Place Winner

Alexei Ciobanu

Product Leader | SaaS Platforms | Enterprise | Startups
Seattle, Washington, United States

Summary

Seasoned product leader with over 12 years deep in the trenches of product management, I've led teams through the exhilarating challenges of startup environments and the complex structures of enterprises. From ideation to launch, I'm passionate about crafting products that aren't just functional, but meaningful.

Why? Because I believe in products that make a difference. My toolkit? A blend of entrepreneurial drive, a holistic understanding across design, engineering, and marketing, and a relentless pursuit of growth.

What I'm Known For:

- Navigating high-uncertainty environments with clarity.
- Collaborative leadership, uniting cross-functional teams towards a shared vision.
- A keen sense of design, ensuring products aren't just efficient, but aesthetically pleasing.
- Being a continuous learner. Whether it's through successes, failures, or the latest industry trends, I'm always on the lookout for growth opportunities.

Engagements:

- Startup Mentor & Conference Speaker
- Active contributor & and reader of product management and startup insights.

Certifications:

AI Product Manager | Certified Product Manager® | Agile SCRUM
Master | Google Analytics Certified

Always eager to connect with fellow product enthusiasts, innovators, or anyone passionate about making a dent in the universe. Let's chat!

Experience

PandaDoc

Director of Product, Platform

January 2024 - Present (3 months)

Wisecube

Director of Product

March 2023 - Present (1 year 1 month)

Seattle, Washington, United States

Wisecube is an AI-driven semantic data platform that unlocks valuable insights by seamlessly integrating and contextualizing diverse datasets, empowering informed decisions and discoveries across various domains. Building products powered by Wisecube technology:

- Oprheus: a SaaS platform, powered by knowledge graphs and LLMs, that offers researchers and professionals in the biomedical field seamless access to the world's most extensive biomedical knowledge base.
- Wisecube Oprheus Custom GPT: lets users leverage Wisecube technology within ChatGPT and search the largest biomedical knowledge base and access billions of facts.

#AI/ML #LLMs #KnowledGraph #SemanticSearch #BioTech

DocuSign

Lead Technical Product Manager, Core Platform

September 2021 - January 2023 (1 year 5 months)

Seattle, Washington, United States

Usermind

Director of Product Management, Platform

June 2017 - April 2021 (3 years 11 months)

Seattle, Washington, United States

[Acquired by. Qualtrics]

Usermind, the leader in Experience Orchestration (XO), enables enterprises to transform how they interact with customers to create relationships that are happier, more loyal, and more profitable.

Retently

Co-founder and Product Lead

July 2015 - September 2016 (1 year 3 months)

Mountain View, CA

Retently.com is Net Promoter Score® tracking SaaS which helps to get actionable feedback and grow customers' loyalty. I joined Retently as a co-founder and product lead, being involved in all activities from product conceptualization to hiring.

Fentury

Product & Marketing

June 2015 - February 2016 (9 months)

Chisinau, Moldova

Fentury is an all-in-one tool for successful personal money management - think of mint.com for Eurasia. I joined Fentury as a product and marketing consultant, being fully engaged in product-market fit, product positioning, market research, and acquisition.

Linkquidator

Product Lead and Marketing Manager

February 2013 - July 2015 (2 years 6 months)

Chisinau, Moldova

Linkquidator is a professional SaaS solution for finding and removing Google unnatural backlinks. I joined the startup from the very beginning leading the product vision, UX and UI design, launch, and growth.

Yandex

Startup Acceleration Camp Alumni

July 2013 - September 2013 (3 months)

Moscow, Russian Federation

A boot camp for startups that essentially aims to support burgeoning talents – from developers to designers and project managers – with resources and knowledge in building a viable startup from scratch.

Worked on conceptualizing and launching an online marketplace for swapping, buying, and selling kids and baby like-new clothing.

Flosites

Design Team Manager

January 2012 - January 2013 (1 year 1 month)

Chisinau, Moldova

Flosites is a full design and interactive agency, specializing in creating professional solutions for media professionals. While at Flosites I was in charge of the graphic design team and design processes.

Simpals

Startup Incubator Managing Director

June 2011 - January 2012 (8 months)

Simpals Incubator is the first in venture incubator in Moldova, created for support and investments in promising local startups.

Lazaris Ltd

Co-founder and Managing Director

July 2008 - June 2011 (3 years)

Lazaris was an innovative advertising company that sold unconventional outdoor ad placements.

Education

Academy of Economic Studies of Moldova

Master's degree, Information Technology Management · (2010 - 2012)

Academy of Economic Studies of Moldova

Bachelor's degree, Business Administration and Management · (2007 - 2011)

Academy of Economic Studies of Moldova

Bachelor's degree, Computer Science · (2007 - 2010)