

# Pat Mullee, MBA

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## SUMMARY

Director-level Product Management leader specializing in Data & AI portfolios, Generative AI/LLMs, and enterprise product strategy. Proven track record guiding data and AI-powered solutions from concept through implementation across sophisticated, multi-stakeholder environments. Full portfolio ownership, product vision and roadmap, build-vs-buy strategy, and user research-driven discovery; deliver products at SOC 2 enterprise standards for Fortune 500 customers.

- **Strategic product planning & vision:** Established product vision, strategic direction, and development roadmap for AI portfolio; scaled to \$18M+ ARR with 95-98% renewal across 1,200+ enterprise customers; exceeded ARR targets 15-20%.
- **Commercial impact:** Implemented pricing & packaging that increased enterprise spend +19% and +35% average initial deal size; drove 8:1 ROI on optimization products.
- **Efficiency & Unit Economics:** Cut geolocation/vendor costs 77% and mapping API calls -86% (2.3B → 330M/month), saving \$276K in two quarters and delivering a 66% overall reduction without quality loss.
- **GenAI adoption at scale:** Reached 650+ WAU in 90 days with 96%+ containment, reducing support volume ~20% (~\$0.8M/yr savings).
- **Team leadership & growth:** Recruited, coached, and grew cross-functional organizations of 25+ (PM, Engineering, Data Science, Design) across distributed teams; instituted a secure AI SDLC (evals, guardrails, PII redaction) adopted by Fortune 500 customers; partnered with Engineering, Design, and Data Governance functions to deliver scalable, high-caliber products.

## EXPERIENCE

### Storable, Chicago, IL | Director, AI Product Management | 2025–Present

- **Agent Assist launch & scale:** Launched 24/7 AI website chatbot integrated with Edge/SiteLink; scaled to 600+ facilities in 30 days and \$0 → \$460K ARR in three months, tracking ~60% above FY25 plan.
- **Deployment efficiency:** Cut time-to-live 61% (14 → 5.5 days) via standardized deployment playbook and cross-brand packaging that expanded TAM 2x.
- **Product discovery & build-vs-buy:** Led discovery initiatives with cross-functional stakeholders via user research, A/B experimentation, and prioritization frameworks; formulated build-vs-buy recommendations across AI/LLM stack weighing innovation potential, time-to-value, and long-term sustainability.
- **GTM partnership:** Partnered with Sales/CS on ROI models and executive dashboards; increased average facilities per contract 6.5x (2 → 13), accelerating expansions.
- **Platform & unit economics:** Built LLM evaluation platform (Node/TS + OpenAI) with redaction, audit trails, offline evals, and outcome labeling; optimized via usage tiers, deterministic prompts, and caching to lower LLM cost per interaction while sustaining high containment/CSAT.
- **Executive stakeholder alignment:** Created and presented product updates to senior leadership including CPO and SVP organization; shaped decision-making across Engineering, Design, and Data Governance functions with tact and strategic insight across competing priorities.

## FourKites, Chicago, IL | Group Product Manager, AI & Machine Learning | 2018–2024

- **AI portfolio ownership:** Owned \$4M AI budget and portfolio; launched four Responsible AI products to \$18M+ ARR with 95–98% renewal across 1,200+ enterprise customers; exceeded ARR targets 15–20%; helped scale company from ~\$10M → \$120M+ ARR during tenure.
- **AI pricing & packaging:** Led monetization strategy that increased enterprise spend +19% and average initial deal size +35% across AI product suite.
- **Fin AI (Generative AI/LLM assistant):** Launched enterprise LLM product reaching 650+ WAU in 90 days with 96%+ containment; reduced support volume ~20% (~\$0.8M/yr savings).
- **Dynamic ETA (US Patent 11,017,347):** Shipped cross-modal predictive arrival platform serving 230M predictions/day and \$3M+ annual customer value; accuracy gains across TL/LTL/Ocean/Air/Rail.
- **AI technology assessment & build-vs-buy:** Evaluated emerging AI tools and platforms for organizational fit across capabilities, constraints, security, and integration requirements; owned end-to-end product development cycles for proprietary AI solutions from discovery through launch; cut platform costs 66% (\$276K in two quarters) via OSM/Valhalla + caching vs. paid mapping APIs.
- **Enterprise AI SDLC:** Instituted SOC 2–aligned AI development lifecycle (model gating, auditability, PII redaction) adopted by Fortune 500 customers; partnered with Engineering, Design, and Data Governance functions to deliver scalable products.

## General Electric (GE) | Multiple Product Roles | 2014–2018

- **Sr. Product Manager, Analytics & Optimization (2016–2018):** Led \$1.5M ML program for locomotive optimization across 25 facilities; delivered \$14M first-year savings and 6% lifecycle cost reduction.
- **Digital Leadership Program, Brilliant Factory/Power Services (2014–2016):** Launched production ML for factory operations; standardized ETL for 400+ sensor streams; cut solution development time 35% and supported enterprise software renewals.

## SKILLS

- **Product Leadership:** Portfolio strategy & P&L; product vision & roadmap; pricing/packaging; usage-based monetization; OKRs; experimentation; user research; A/B testing; prioritization frameworks; agile delivery; backlog management
- **Generative AI/LLMs:** prompt design; evaluation frameworks; guardrails; RAG/vector DBs; build-vs-buy; LLM cost optimization
- **Analytics & Data:** Enterprise data platforms; data-as-a-product frameworks; ETL/Kafka; BI (Looker); telemetry & product analytics; NRR/GRR; conversion; cost-to-serve; data governance partnership
- **Engineering Stack:** Node.js/TypeScript; Python; microservices & APIs
- **Cloud & Security:** AWS/Azure/GCP; SOC 2; access controls; PII redaction
- **SaaS GTM:** sales enablement; executive ROI; adoption playbooks; cross-functional stakeholder management

## EDUCATION

- MBA, Indiana University (Kelley School of Business)
- BBA, Information Systems (Honors), University of Cincinnati

## CERTIFICATIONS

- AWS Certified: AI Practitioner, Solutions Architect Associate, Developer Associate
- Certificate in Technical Business Management, Indiana University
- PMI Project Management Professional