

WARREN SMITH

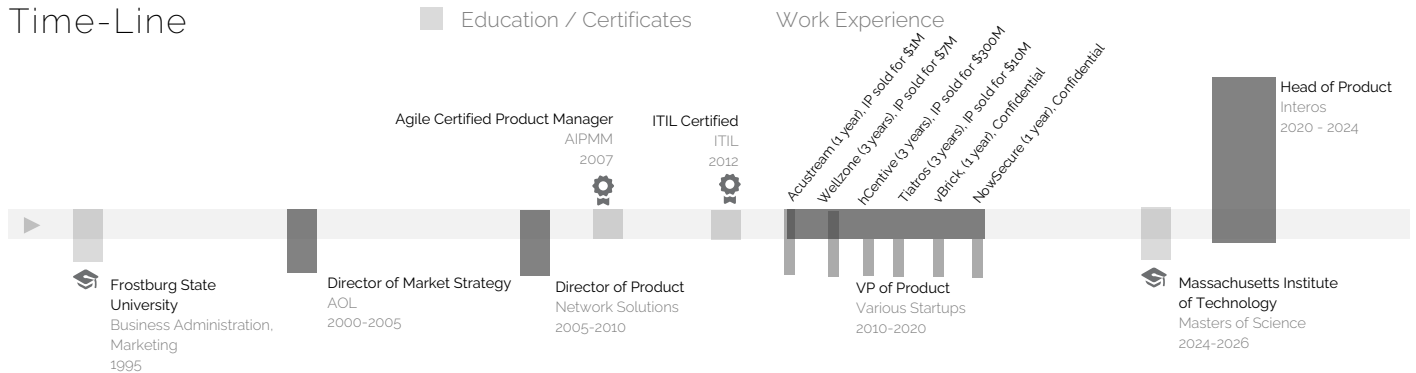
PRODUCT EXECUTIVE / INCUBATOR

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Washington, DC

Time-Line



Work Philosophy

I lead with innovation, aligning strategy with customer needs, driving scalable growth, and fostering collaborative teams for success.

About me

Seasoned executive with 25+ years of experience in product development, AI, and SaaS, driving innovation, growth, and operational excellence. Proven leader in scaling startups to unicorns, optimizing strategies, and building high-performance teams for long-term success.

My Differentiators



Customer First



Hands on Tech



Published Writer



VC Contacts

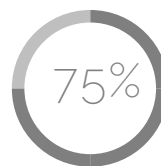


Revenue Focused

Professional Skills



Product Management



Startup Incubation

Technical Skills

Machine Learning

Large Language Model Development

Data Lake House Strategy

ETLs and APIs

Graph Architecture

Tech Stacks

React, Python, Apache, Docker, AWS Native



Angular, Postgres, Jenkins, Azure Advanced



Node.js, MySQL, Basic



My Numbers

25 years

Work Experience

20+

Products

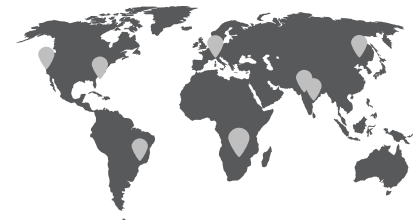
40+

People Managed

3

Patents

Teams Managed



Washington, DC > 6 PMs, 4 PrgMgrs, 5 Designers

Delhi > 15 PMs and Developers

Buenos Aires > 2 PMs, 12 Developers

San Francisco > 2 PMs, 6 Developers

Social Media Profiles

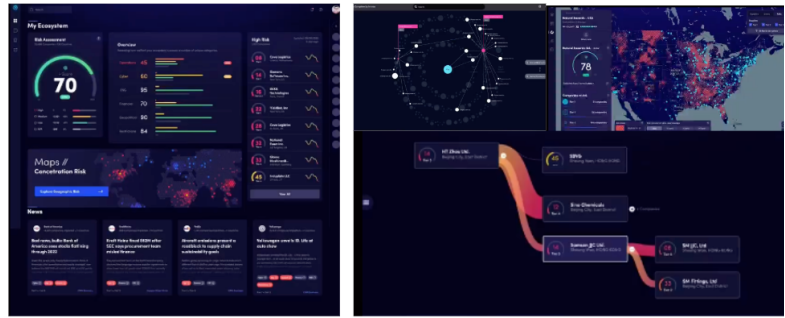
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Interos, Inc Supply Chain Risk Assessment

Between 2020 and 2024, Interos transformed from a professional services company into a leading AI-powered SaaS platform in supply chain risk management.

Under visionary leadership, the company grew revenue from \$10M to \$100M and expanded its team from 30 to 300 employees within three years. Interos became a dominant force in the fiercely competitive market, leveraging advanced AI and predictive analytics to deliver unparalleled insights. This rapid growth and innovation allowed Interos to outpace competitors and solidify its position as a unicorn and industry leader in supply chain risk management.



My Impact

As Head of Product, I transformed Interos into a \$1B unicorn by leading the development of its first AI-powered SaaS platform for supply chain risk management.

- **AI and Technical Leadership:** Implemented Named Entity Recognition (NER), sentiment analysis, and predictive analytics using Large Language Models (LLMs). Designed a conversational AI interface for prescriptive insights.
- **Team Building:** As the first product hire, I built and scaled a team of 40+ professionals, including engineers, product managers, and designers.
- **Requirements Approach:** Emphasized collaborative requirements gathering, integrating customer feedback, and leveraging agile methodologies to deliver innovative solutions.
- **Key Results:** Achieved a 10x increase in revenue (from <\$10M to \$100M) and expanded the customer base from 30 to 300.

AI Execution

In the development of their inaugural SaaS platform, we leveraged advanced AI techniques to deliver actionable insights. This involved implementing Named Entity Recognition (NER) and Aspect Mining to extract and structure data, optimizing algorithms such as Linear Algebra for predictive recommendations, and integrating Large Language Models (LLMs) to generate prescriptive summaries that empowered users to act effectively.

Technical Stack

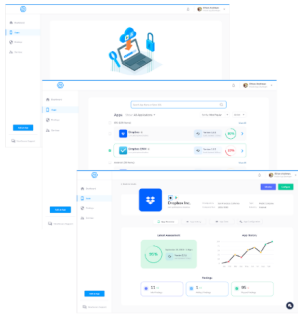
At Interos, we built a robust, scalable architecture to ingest, analyze, and present actionable insights from 3 terabytes of data daily. Using React for dynamic UI, Python for processing, and PostgreSQL for structured storage, we ensured efficiency. Apache handled web requests, while Docker and Kubernetes managed deployments. Snowflake powered analytics, and AWS provided the backbone, enabling seamless performance at scale.



Product Excellence

Interos required a structured, data-driven approach to product strategy, fostering alignment across teams, and delivering innovative solutions that met aggressive revenue and market share goals.

- **Hypothesis-Driven Requirements:** Championed a hypothesis-driven approach to requirements gathering, ensuring decisions were grounded in data and customer insights.
- **OKR to KPI Alignment:** Enforced alignment between Objectives and Key Results (OKRs) and measurable KPIs to create a unified product and business strategy.
- **Structured Prioritization:** Implemented a 5-element data-driven framework to guide senior management in prioritizing product features and investments.
- **Consensus Building:** Maintained positive relationships across departments through a diplomatic approach, fostering collaboration and reducing silos.



NowSecure

Mobile Application System Testing

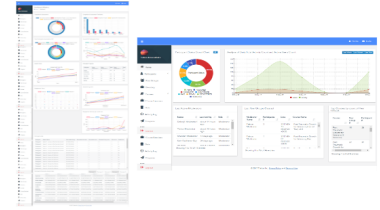
- My Focus: Unified fragmented mobile application testing services into a streamlined SaaS platform.
- Key Accomplishments: Improved automation for penetration testing, optimized SDLC integration, and enhanced reporting, creating a scalable solution for enterprise security needs.



vBrick

Enterprise Video Streaming

- My Focus: Positioned the company for acquisition within 12 months.
- Key Accomplishments: Tripled pipeline opportunities through marketing and sales strategy revamps, improved digital engagement (quadrupled form fills, reduced bounce rates), and cultivated buyer relationships. Acquisition was successfully completed in 2020.



Tiatros

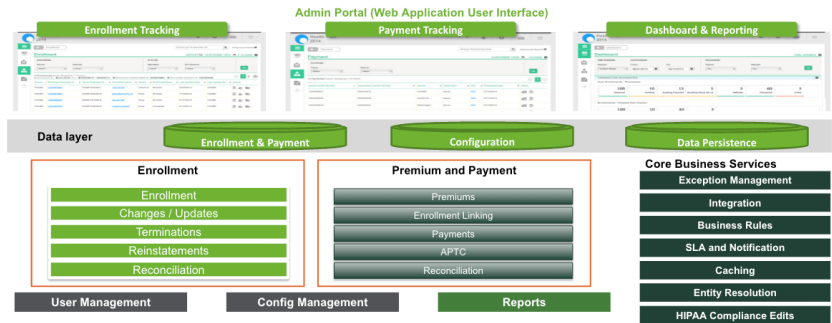
AI Powered Mental Healthcare

- My Focus: Led product development for a SaaS cognitive therapy platform integrated with IBM Watson.
- Key Accomplishments: Differentiated the product with AI-powered features, enabling \$15M in Series A funding. Delivered strategic marketing and B2C acquisition plans.

hCentive

ACA Enrollment Processing

Between 2014 and 2016, hCentive experienced remarkable growth, evolving into a leader in healthcare technology solutions. Under visionary leadership, the company expanded rapidly, scaling its revenue and workforce to meet the growing demand for health insurance exchange platforms. hCentive became a dominant force in the competitive market, leveraging cutting-edge technology to deliver seamless enrollment solutions. This rapid innovation and execution allowed hCentive to outpace its competitors.



My Impact

From Vaperware to \$300M

- My Focus: As VP of Product, I led offshore development while serving government agencies and insurers, ensuring disciplined execution and seamless SaaS integration.
- My Accomplishments: From 2014-2016, I revamped products, launched new offerings, and drove revenue from \$8M to \$300M, doubling market share. My leadership positioned hCentive for acquisition in 2017.

Heavy Transformations

Providing Clarity in the Madness

hCentive's WebInsure Exchange Manager handled complex ACA enrollment processing, ingesting 834 and 820 transactions from state agencies and transforming X12 EDI into XML for insurers.

This secure, rules-based system ensured compliance, enabling both agencies to review, validate, and approve enrollments seamlessly.

Customer Collaboration

AI Powered Mental Healthcare

In addition to product management, I led Customer Success, overseeing the onboarding of our complex ACA enrollment platform for 10+ major insurers. I drove adoption, ensuring seamless integration, and represented hCentive at 10+ health insurance exchange conferences, advocating for industry-wide best practices.