

Joshua Solomon

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WORK EXPERIENCE

Massachusetts General (MGH)

Boston, MA

Product & Operations Associate

Aug 2025 – Present

- Led 0→1 strategic initiative with 20+ major donors and investors, aligning product strategy and roadmap priorities with philanthropic interests and securing a \$6M+ funding portfolio
- Designed financial models to inform strategic roadmap and prioritization, translating scientific aims into clear product timelines tied to funding and resource allocation
- Owned cross-functional execution workflows during critical project phases, streamlining staffing and Agile execution to reduce downtime by 30% and maintain 100% milestone delivery
- Fostered partnerships with 10 external organizations, aligning stakeholders across research, operations, and funding teams to unlock \$200K in joint funding and expand product ecosystem collaborations

Crowd Doing

El Dorado County, CA

Product Manager, AI & Operations

Oct 2024 – Aug 2025

- Drove Agile Product transformation across teams to accelerate development cycles by 25%, enabling rapid iteration based on user feedback loops
- Synthesized insights across engineering, UX, and data science teams to refine user journeys and improve AI/ML model integration into product workflows
- Conducted data analysis and modeling of user behavior, driving a 40% improvement in operational efficiency and informing data-driven product decisions

SKY.AI

Boston, MA

Founding Product Manager (AI & FinTech)

Aug 2023 - Mar 2024

- Owned end-to-end product strategy and roadmaps as a founding team member; delivered MVP to market in under 2 months
- Partnered with financial firms to design AI product workflows, reducing beta timeline 50% and achieving early adoption
- Pitched product vision and strategy to 30+ VCs, generating 20+ investor conversations and advancing Series A fundraising

ZS Associates

Pune, India

Associate, Product Strategy & Data-Driven Insights

Jul 2021 - Jun 2022

- Developed go-to-market and pricing strategy launch for Johnson & Johnson's Tremfya launch, identifying pricing strategies that positioned the drug competitively, resulting in a 35% market share capture within the first six months
- Optimized delivery logistics through data-driven analysis and experimentation, improving route efficiency by 47% and cutting delivery times from 60 to 32 minutes
- Analyzed market data to inform product prioritization and resource allocation, driving a projected 20% sales increase across high-impact segments

PROJECT EXPERIENCE

Secure Online Voting Platform

Boston, MA

Project Lead

Jan 2024 - May 2024

- Directed end-to-end product lifecycle from discovery to launch, defining a \$1.2M budget and 6-month roadmap using React Native and AWS to deliver a secure, transparent voting system

Uber Eats Fatigue Solver

Boston, MA

Product Lead

Oct 2022

- Identified a critical user pain point (decision fatigue) through 25+ interviews; translated insights into a new product feature concept targeting Gen Z behavior and designed a system that validated impact using A/B testing frameworks

SKILLS & LEADERSHIP

Strategy: Product Strategy, Product Roadmapping, Resource Allocation, Operational Excellence, Change Management

Product: User Research, Product Discovery, Product Requirements, Agile, Product Lifecycle, JIRA

Data: SQL, Power BI, Dashboarding, KPI Development, Product Analytics, A/B Testing, Data-Driven Decision Making

Leadership: 1st Dan Black Belt in Karate

EDUCATION

Northeastern University, *M.S. in Engineering Management*

Boston, MA

M.S. in Engineering Management (Focus: Technology & Product Strategy) , GPA 3.67

May 2024