

# Austin Teames

AI Product Leader | Hands-On AI Fluency, Product Strategy, Innovation, 0-to-1 Execution

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## Professional Summary

Product leader with 20 years of experience building innovative products across emerging technologies, with a current focus on AI-powered product development and intelligent user experiences. Combines deep product judgment with hands-on AI fluency, using AI to accelerate strategy, prototyping, execution, and real-world problem solving. Brings experience both leading AI product initiatives and applying AI directly to build applications, evaluate opportunities, and translate emerging technical capabilities into practical, high-value products.

## Core Competencies

- **AI Product Leadership:** AI Strategy, LLM Applications, RAG, AI Assistants, Use Case Prioritization, Model Evaluation, Responsible AI
- **Product Management:** Product Strategy, 0→1 Product Development, Product Discovery, Roadmapping, Prioritization, Customer Validation, Executive Communication
- **Platform & Technical:** APIs & Integrations, Platform Strategy, Workflow Automation, Enterprise Systems, Technical Feasibility, Cross-Functional Leadership

## Experience

### AI Product Strategy Advisor

June 2026 - Present

- Lead AI opportunity discovery engagements to identify, evaluate, and prioritize high-impact use cases before significant engineering, budget, or organizational investment.
- Provide fractional product leadership for AI initiatives, partnering with executives and cross-functional teams to accelerate decision-making, reduce execution risk, and improve product outcomes.
- Evaluate AI solutions, platforms, and implementation approaches, balancing customer value, technical feasibility, cost, risk, and long-term maintainability.
- Facilitate alignment across business, product, design, and engineering stakeholders to convert ambiguous AI opportunities into actionable roadmaps, prototypes, and execution plans.
- Develop AI product requirements, success metrics, and experimentation frameworks to help teams validate concepts quickly and invest confidently.

### Workday - Senior Lead Product Manager

June 2023 - May 2026

- Led VNDLY's first AI product initiative, identifying and prioritizing enterprise AI use cases based on customer value, technical feasibility, product maturity, and risk.
- Defined a multi-year AI roadmap across 6 phased themes, balancing near-term delivery with longer-term innovation in a sensitive HR, compliance, and budget data environment.
- Delivered 2 AI prototypes adopted internally and presented to executives and customers: a RAG-based reporting agent and a natural-language document assistant for compliance and operational information retrieval.
- Served as the bridge between product and engineering for AI, guiding teams on LLM capabilities, grounding, guardrails, and responsible implementation.
- Owned interoperability and integration strategy across VNDLY, Workday, and third-party systems, including a production Procure-to-Pay integration with 1 live customer, 8 active implementations.
- Built business cases and presented roadmap recommendations to SVP and GM leadership, driving the Procure-to-Pay initiative and 8 additional strategic initiatives.

### Forte - Senior Director of Product Management

August 2018 – May 2023

- Defined Forte's early product strategy and vision, helping shape the company's broader product direction during a high-growth period that culminated in \$1B in funding.

- Launched Forte's initial blockchain and fintech solutions for game developers, including payments, Web3 wallet, compliance, APIs, front-end, and back-office products; grew the user base to 15M+ across 40+ publishers.
- Built and led the initial product roadmap across Developer APIs, Wallet, Payments, Accounts, and Marketplace products, aligning product investments with emerging Web3 opportunities.
- Led cross-functional collaboration across 100+ engineering, QA, and product team members to launch 8 new Web3 products.
- Introduced Agile operating practices that increased delivery frequency by 20% and improved team engagement.

#### **LISNR - Head of Product Management**

**November 2015 – August 2018**

- Led product strategy, execution, and cross-functional delivery for IoT and mobile technology products, growing installs from 20K to 25M+ and contributing to 40+ industry awards.
- Expanded the product organization from 0 to 4 Product Managers by aligning roadmap planning with growth opportunities and execution needs.
- Drove product vision and strategic focus areas that resulted in 2 new product lines, 5x growth in customer adoption, and 50+ patents.
- Represented the product organization in investor, enterprise customer, and industry settings, including engagements with Ticketmaster, Visa, and Jaguar Land Rover.

#### **Yahoo! - Lead Product Manager - Smart TV**

**April 2010 – March 2015**

- Led large-scale Smart TV and set-top product initiatives across sports, media, streaming, games, and interactive advertising, reaching 20M+ TVs in 135 countries.
- Launched analytics and advertising products that increased ad engagement by 20% and opened a new business opportunity for Yahoo!.
- Built roadmap and partner strategy with major OEM and media partners, growing DAUs from 50K to 10M+.
- Applied qualitative, quantitative, and A/B testing insights to improve underperforming services, increasing user engagement by 25%.
- Helped scale the platform's global reach by 10x through tier-1 OEM, media, and social partnerships.

#### **Additional Experience**

##### **Vertigo Software - Senior Product Manager, Client Solutions | 2015**

Led client-facing product delivery for OTT and streaming media products with NBC Sports, Fox Sports, Disney, and other major accounts, managing priorities, schedules, budgets, and cross-functional execution from concept to launch.

##### **EMC - Product Marketing, Developer & Partner Communities | 2009 – 2010**

Built developer and partner community programs, increased engagement 3x, and aligned stakeholder requirements with product and community strategy.

##### **Trilibis Mobile (Match.com) - Product Manager | 2008 – 2009**

Managed Match.com Mobile across 32 international markets and 12 languages; launched new features and billing capabilities that increased revenue by 10% and user engagement by 15%.

##### **FunMobility - Product Manager | 2006 – 2008**

Managed a portfolio of 10 mobile social and content products representing \$8M in annual revenue; helped grow users from 40K to 34M+ while reducing churn by 20%.

#### **Education**

College of the Siskiyous - Computer Science

Caldwell College - Business Communications

Appalachian State University - Emergency Medicine

#### **Selected Highlights**

- Patent holder: Pairing and Gateway Connection Using Sonic Tones (US20180132298A1), 2019
- Primetime Technical Emmy - Yahoo! Internet-connected TV, 2011