

ANNA E. MOLOSKY

DIGITAL PRODUCT MANAGEMENT & STRATEGY EXECUTIVE

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Exemplifies trailblazing digital innovation and collaborative leadership with over 14 years of strategic product management experience spearheading industry-leading enterprise product portfolios and global initiatives. Expert in leveraging cutting-edge technologies—artificial intelligence (AI), machine learning (ML), and predictive algorithms—to identify business line growth opportunities and develop revenue-driving product strategies. Demonstrates superior product management and talent development acumen, leading diverse teams through the end-to-end agile product development process, from continuous discovery to product vision, multi-year roadmap construction, and project execution. Strategic entrepreneurial leader with a proven track record of defining lucrative business plans, securing buy-in from executive leadership, aligning cross-functional stakeholders, effective cross-cultural communication, managing strong customer relationships, and leading high-performing geographically distributed teams. Excels at turning product vision into profit with autonomy in fast-paced environments. Navigates significant ambiguity and complexity to deliver transformative AI/ML-powered platforms and solutions that maximize global business success and enterprise customer value.

KEY ACHIEVEMENTS

- **Annual Recurring Revenue Growth:** Generated \$520MM+ in annual recurring revenue for Amazon Web Services (AWS) by scaling AWS' core Commerce Platform and optimizing pricing and fraud detection models with AI
- **Data Business Creation & Expansion:** Founded and grew Goldman Sachs' Data Analytics business, earning \$4.5MM in year one and \$75MM over three years, establishing the firm's commercial API and dataset offering
- **ML Product Strategy:** Unlocked \$55BN in revenue for AWS by defining and delivering a new ML pricing automation service, empowering AWS to fulfill enterprise contracts 10x faster and ensure pricing compliance and consistency
- **Cross-Functional Team Leadership & Go-to-Market Efficiency:** Slashed AWS' go-to-market time for cloud services and features by 83%, leading a global cross-functional team of 30
- **Pricing Strategy & Customer Retention:** Devised and applied AI pricing strategy to convert 55% of free users to paying customers, earning \$7.2MM in first-year recurring revenue with 95% paid customer retention for global hedge fund Two Sigma Investments' Venn Investment Platform
- **Customer Acquisition:** Increased the Marquee by Goldman Sachs Investment Platform's user base of high-value institutional clientele by 46% by identifying new market opportunities and subsequently building a new end-to-end product offering
- **Customer Experience:** Boosted CSAT score from 15% to 75% in under two years by transforming the usability and customer support experience of AWS' financial software platform and customer-facing APIs

PROFESSIONAL EXPERIENCE

AMAZON WEB SERVICES — AWS GLOBAL COMMERCE DIVISION

New York, NY

The Amazon Web Services (AWS) Global Commerce Division commercializes innovative new cloud service solutions and facilitates their go-to-market growth strategy for the market leader. The Division runs the technologies and processes that drive the monetization of AWS' entire cloud service offering across 240 countries worldwide. AWS' net sales in 2023 were \$90.8BN, up 13.4% from \$80.1BN in 2022.

Senior Principal — Technical Product Management, Strategy, and Design September 2021 – Present

Envisioned and developed the new e-commerce Platform for the distribution of products and services by AWS' 220+ external-facing Cloud Service teams, including the hands-on technical design, throughout the entire product lifecycle. The flexible Platform facilitates dynamic new business models and enables the rapid pricing optimization, customization, and launch of new cloud products and services. After performing in-depth market analyses and user research, secured lead senior executive buy-in and funding, subsequently hiring and leading a cross-functional global team of 30 to build the Platform. Collaborates directly with AWS' C-Suite to make strategic technology investment decisions and define AWS' multi-year digital financial technology strategy. Responsible for managing P&L, setting and exceeding top organizational performance metrics and goals.

- Leads a high-performing Product Management team with leadership experience to coach and provide mentorship to diverse emerging leaders, motivating and empowering them to grow their careers, resulting in 100% retention

- Generated \$520MM+ in additional annual recurring revenue by identifying challenges and opportunities for building AWS' digital pricing and Commerce Platform, optimizing pricing and fraud detection methodologies with AI
- Unlocked \$55BN in revenue for AWS by defining and building an ML pricing automation service, empowering AWS to fulfill contracts for sophisticated customers, including the United States Department of Defense and government agencies across the U.S., U.K., Singapore, and Israel
- Develops and maintains business relationships by presenting interactive demos and rapid prototypes to meet AWS' largest enterprise customers' needs—including Apple, Netflix, and Stripe—for customization and scalability
- Reduced the go-to-market time for new public-facing features and services by 83%—from an average of 23 weeks to 4 weeks—by devising and implementing an innovative program combining an Onboarding Support team with new processes and technologies to accelerate go-to-market activities
- Boosted customer satisfaction from 15% to 75% in under two years by transforming the customer experience of AWS' financial software platform and customer-facing APIs

ANNAMOL HAÜS LTD.

New York, NY

AnnaMol Haüs Ltd., an entrepreneurial venture, is a digital product strategy and development consultancy specializing in AI/ML enterprise FinTech and Cloud Computing Platforms.

Managing Principal

January 2010 – Present

Leads geographically dispersed cross-functional teams, partnering with customers to strategize, build prototypes, and launch software products. Oversees all business operations without compromising responsibilities at AWS.

- Developed the OPTX™ Advanced Monitoring + Observability Platform for Optanix, a leader in the Gartner® Magic Quadrant™ for Managed Network Services
- Following the Platform's launch, ATSG acquired Optanix primarily to absorb the OPTX™ Platform

TWO SIGMA INVESTMENTS — VENN PLATFORM

New York, NY

The Venn by Two Sigma Investment Platform is the Firm's powerful financial services analytics and risk management tool to provide an advanced portfolio analysis user experience. The Platform empowers institutional investors to assess investment performance, evaluate risk factors, and make data-driven investment decisions using quantitative models.

Principal — Product Management, Strategy, and Design

September 2020 – September 2021

Led the Strategic Product Management and Product Design teams for the entire [Venn Investment Platform](#). Developed dynamic monetization strategy with ML to convert free users into paying customers, programmatically conducting quantitative research analyzing feature usage data on a per-user basis to uncover which features free users would pay for and how much they would pay per feature. Founded and led a Product Innovation Program, automating data aggregation with AI, consolidating in-app user metrics, client feature requests, and market intelligence. The Program's data-driven approach accelerated customer-centric requirements discovery and prioritization, efficiently transforming data analytics into valuable new Platform capabilities.

- Led a top-tier agile team of Product Managers and Designers using ability to mentor, influence, and coach others to deliver a profitable minimum viable product iteratively
- Achieved \$7.2MM in year-one annualized recurring revenue with 95% paid customer retention after launch
- Converted a user base with no paying customers to 55% of all users subscribing to the paid version of the Platform two quarters after executing the innovative new pricing strategy

GOLDMAN SACHS — MARQUEE PLATFORM

New York, NY

The Marquee Platform is a sophisticated end-to-end cross-asset class investment platform that provides institutional investors access to financial tools, data, and analytics for investment analysis, decision-making, and electronic trading. Marquee offers real-time market data, risk management tools, and industry-leading programmatic access through APIs, empowering investment professionals to make data-driven decisions and execute trades efficiently from within the Goldman Sachs Global Markets Division's Digital Ecosystem.

Vice President — Product Management, Strategy, and Design

July 2017 – September 2020

Spearheaded product development and monetization for the Marquee Investment Platform throughout the entire product lifecycle, from product vision to strategy to product roadmap creation and execution, championing product advancement with machine learning and AI capabilities. Devised the growth and go-to-market strategies for all new client-facing business initiatives, securing executive and cross-organizational buy-in. Built strong relationships with clients, executives, and internal cross-functional teams—including Sales, Trading, Engineering, ML Science, AI Research, Data Science, Quantitative Research, Compliance, and Client Services—to influence stakeholders and teams to build the Marquee Portfolio Management Platform. Continuously enhanced and transformed internal and client workflows, championing sustainable investing by integrating Environmental, Social, and Governance ([ESG analytics capabilities](#)) throughout the Platform.

- Founded and grew Marquee's high-impact, globally distributed Product and team of 12

- Created and monetized Goldman's [Data Analytics business](#), earning first-year annualized revenue of over \$4.5MM and \$75MM over three years, leveraging AI-powered personalized recommendations to cross-sell datasets throughout the Platform
- Digitized and owned the Equity Basket Trading Business, generating \$18MM in additional annual revenue by creating Marquee's Machine Learning-powered [trade analysis and optimization tools](#)
- Identified a new market opportunity for Marquee and ensured product-market fit through customer research and market analyses, subsequently architecting the [Credit Portfolio Management Platform](#), expanding Marquee's high-value client base by 46% to include leading global banks, pension funds, and insurance companies
 - Built the Platform \$3MM under its \$4.5MM budget, reallocating the savings to accelerate the launch of Marquee's ESG Analytics capabilities nine months ahead of schedule
- Increased year-one customer engagement from under 5% to 65% of Goldman Sachs' clients worldwide through the strategic development and launch of Marquee's Portfolio Management Platform and [API Platform](#)
- Chaired Customer Product Advisory Councils across four continents, using continuous discovery and collaborative design thinking to inspire the Marquee team to deliver scalable solutions for complex customer needs

JUNIPER NETWORKS (formerly 128 Technology)

Boston, MA

Juniper Networks is a leading networking solution provider that enables high-performance, secure networks for global enterprises.

Senior Director of Product Management, Design, and Strategy

January 2016 – July 2017

Helmed a global cross-functional team across the United States, Japan, and Germany to build startup 128 Technology's award-winning Enterprise Networking Software Platform. Fostered inclusive collaboration and learning among Product Management, Engineering, Sales, Data, UX Design, and Customer Success teams, amplifying the organization's collective expertise to its full potential. In Q4 2022, Juniper Networks acquired 128 Technology for \$450MM, rebranding the Platform as [Mist AI and Cloud](#). The Company's commercial success and ultimate acquisition are attributed to the Platform's superior product strategy and innovative, differentiated infrastructure configuration and visualization features. In January 2024, *The Economist* declared the Mist AI Platform a leading driver for Hewlett Packard Enterprise's upcoming acquisition of Juniper Networks for ≈\$14BN.

- Led the product and monetization strategy across 128 Technology's entire global business
- Grew and led a global cross-functional team of 20 Engineers, Designers, Marketers, and Technical Writers across the United States, Japan, and Germany to build the core Platform
- Defined the front-end tech stack and collaboration model for the Engineering and UX Design teams, slashing the time to delivery from design handoff to development to QA by 50%, driving efficiency and continuous improvement

EDUCATION

DUKE UNIVERSITY — PRATT SCHOOL OF ENGINEERING

Graduate Certificate in AI Product Innovation

- Achieved top 1% rank in the Artificial Intelligence and Machine Learning Specialization taught by leading faculty from Duke's AI Master of Engineering degree program

CARNEGIE MELLON UNIVERSITY

Bachelor of Science, Information Systems, High Honors

- *US News and World Report's* **#1 ranked program worldwide** for Information Systems and Quantitative Analysis

Master of Science, Human-Computer Interaction, School of Computer Science (Coursework)

- Over the course of a 4-year dual BS/MS degree program, completed significant coursework, including User-Centered Research and Evaluation, Cognitive Science, Behavioral Statistics, and Programming Usable Interfaces

CERTIFICATIONS

- **AWS Certified and Accredited** (3 certifications): Solutions Architect, Cloud Practitioner, and Business Partner
- **FINRA Registered General Securities Representative** (Series 7 and 63 Exams)
- **Google Analytics Individual Qualification**
- **LinkedIn Certified** (3 certifications): Agile Methodologies, Search Engine Optimization (SEO), Google Analytics

THOUGHT LEADERSHIP & SPEAKING ENGAGEMENTS

LinkedIn Top Voice 2023, 2024 — Top Voice in Product Strategy & Top Voice in Product Management

- Awarded to the top 1% of senior-level experts who share valuable expertise with the LinkedIn Community by creating original, unique, and noteworthy content focused on the forefront of financial technology trends

Top Presenter Award 2023 — Women Impact Technology NYC Conference (1200+ participants)

- Representing AWS, **Moderated "Shifting from Micromanagement to Accountability" panel** comprised of C-Suite executives from publicly traded technology companies, receiving the Conference's best presentation score

EXPERTISE

EXECUTIVE MANAGEMENT

- Digital Strategy Development and Execution
- Cross-Functional Team Leadership
- Monetization & Revenue Growth
- Strategic Enterprise Partnerships
- Team Building & Talent Growth
- Product Portfolio Management
- Business Strategy and Expansion
- Cross-Cultural Stakeholder Alignment
- P&L Management
- Data-Driven Decision Making
- New Market Identification
- Market Analysis & Research
- Go-to-Market Strategies
- Client Relationship Management
- Competitive Analysis
- Product Marketing
- Pricing Strategy
- Verbal & Written Communication
- Financial Trend Forecasting
- Financial Modeling
- Customer Needs Research
- User Experience
- Employee Performance Appraisal
- Executive Presentations
- AI/ML Strategy

TECHNICAL LEADERSHIP

- Artificial Intelligence (AI)
- Machine Learning (ML)
- Cloud Computing
- Generative Algorithms
- Foundation Models & LLMs
- Ethical AI
- Big Data Analysis
- Rapid Prototyping
- AI Research
- Automation
- API Solutions & Connectivity
- A/B Testing
- Agile Development Methodologies
- Automation
- User & Performance Metrics
- User Study Design
- Software Lifecycle Management
- Enterprise Applications
- Software as a Service (SaaS)
- Data Governance & Management
- Project Management
- Localization

SELECTED TECHNOLOGIES

- **Cloud Computing Platforms:** Amazon Web Services, Microsoft Azure, Google Cloud Platform
- **Artificial Intelligence:** Salesforce AI Cloud, ChatGPT 4.0, Microsoft Copilot, OpenAI APIs, Amazon Bedrock, Amazon SageMaker, Intercom, Claude, Bard, Vertex AI, IBM Watson Studio, DataBricks, Parloa
- **Machine Learning:** Azure Machine Learning Studio, Apache Spark, TensorFlow, PyTorch
- **Programming Languages:** Python, R, HTML, CSS, JSON, PHP, Java, React, Angular, Rails
- **Market Research & Financial Market Analysis:** Bloomberg Terminal, Refinitiv Eikon, CB Insights, PitchBook, Crunchbase, S&P Capital IQ Pro, Google Trends, Microsoft 365 Excel
- **Developer Tools:** GitHub, GitCLI, Microsoft Visual Studio Code, Postman, Docker, Jupyter Notebooks
- **Data Analysis & Visualization:** Google Analytics, Amplitude, Apache Hadoop, BigQuery, Kibana, Tableau, Adobe Analytics, D3, HighCharts
- **Data Management, Analysis, & Automation:** Amazon S3, Amazon RDS, MySQL, Open Search, MongoDB, Microsoft SQL Server, Cogniti Pro
- **Process & Program Management:** Jira, Smartsheet, Microsoft Visio, Asana, Trello
- **User Study Design & Execution:** FullStory, UserTesting, UserZoom, Qualtrics, Optimizely, Typeform, SurveyMonkey