ANNA E. MOLOSKY
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 digital portfolios and global initiatives within technology, financial services, and FinTech organizations. Expert at leveraging cutting-edge technologies—artificial intelligence (AI), machine learning (ML), and predictive algorithms—to identify business growth opportunities and develop revenue-driving product strategies. Demonstrates credibility with superior product management and talent development acumen, inspiring teams through the end-to-end agile product development process, from continuous discovery to product vision, multi-year roadmap construction, and large project execution. Strategic and entrepreneurial leader with a proven track record of defining lucrative business plans, securing buy-in from senior executive teams, aligning cross-functional stakeholders, and managing strong customer relationships through dedication to customer empathy. Excels at turning product vision into profit in fast-paced environments. Navigates significant ambiguity and complexity to deliver transformative platforms and creative solutions that maximize global business success and customer value.

KEY ACHIEVEMENTS

- **Annual Recurring Revenue Growth:** Generated $580MM+ in annual recurring revenue (ARR) for Amazon Web Services (AWS) by architecting AWS' Commerce Platform, optimizing pricing and fraud detection with AI

- **New Business Creation & Expansion:** Created and monetized Goldman Sachs' Data Sales & Analytics business, earning first-year revenue of $4.5MM+ and third-year revenue of $75MM+

- **ML Product Strategy:** Unlocked $55BN in revenue (over 10 years) for AWS by defining and delivering a new ML pricing automation service, empowering AWS to fulfill its largest enterprise and government contracts 20x faster

- **Go-to-Market Efficiency & Cross-Functional Team Leadership:** Slashed AWS' go-to-market time for cloud services and features by 83%, leading a global cross-functional team of 30

- **AI 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 Adoption & Acquisition:** Increased the Marquee by Goldman Sachs Investment Platform's user base of high-value clientele by 46% by identifying market opportunities and subsequently building a new product offering

- **Customer Experience:** Boosted CSAT score from 15% to 75% in under two years by transforming the functionality and usability 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' worldwide cloud service offering. 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 dynamic pricing and bringing AWS' cloud computing products and services to market—including the hands-on technical design—throughout the entire product lifecycle. Ensured company-wide adoption across AWS' 220+ global Cloud Service teams. The flexible Platform facilitates dynamic new business models and enables the rapid pricing cost optimization, customization, and launch of new cloud products and services. After performing in-depth market analyses and user research, secured lead senior executive commitment and funding, subsequently hiring and leading a cross-functional global team of 30 to build the Platform. Collaborates directly with AWS' C-Suite and senior management to make strategic technology investment decisions, defining AWS' multi-year digital financial technology strategy. Responsible for managing P&L and setting and exceeding top organizational performance metrics and goals.

- Generated $580MM+ in additional annual recurring revenue by transforming challenges into opportunities to amplify AWS' Commerce Platform, optimizing pricing models, fraud detection, and cost management capabilities with AI

- Unlocked $55BN in revenue (over 10 years) for AWS by defining and building an ML pricing automation service, empowering AWS to fulfill contracts for sophisticated customers 20x faster, including the United States Department of Defense and government agencies across the U.S., U.K., Singapore, and Israel
- Leads a high-performing Product Management team, employing coaching and mentorship to grow, develop, and empower diverse technical and product leaders with 100% retention
- Develops and maintains business relationships by presenting interactive demos and rapid prototypes to meet AWS' largest enterprise customers' needs for reliability and scalability, including Apple, Netflix, and Stripe
- 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 hone technical strategies, build prototypes, and launch software products. Runs 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 that provides 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 and Strategy 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.

- 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
- Achieved $7.2MM in ARR with 95% paid customer retention in the first year after launching the Platform
- Led a top-tier agile team of 6 Product Managers and UX Designers using leadership acumen to mentor, influence, and coach others to deliver a profitable investment platform iteratively

GOLDMAN SACHS — MARQUEE PLATFORM New York, NY

The Marquee Investment Platform provides institutional investors access to financial tools, data, and analytics for investment analysis, decision-making, and electronic trading. Marquee offers real-time market data and programmatic access via industry-leading APIs, empowering investment professionals to make data-driven decisions and execute trades from within Goldman's Digital Ecosystem.

Vice President — Product Management and Strategy July 2017 – September 2020

Led 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 monetized Goldman's Data Analytics business earning first-year revenue of $4.5MM+ and third-year revenue of $75MM+, leveraging AI-powered personalized recommendations throughout the Platform to cross-sell datasets and financial products

- 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%
  - Built the Platform $3MM under its initial $4.5MM budget, reallocating the savings to ship Marquee's ESG Analytics capabilities 9 months ahead of schedule, demonstrating excellent cost management acumen
- Increased year-one customer engagement from under 5% to 65% of Goldman Sachs' clients worldwide through the strategic development and launch of Marquee's AI-personalized Portfolio Management Platform
- Chaired Customer Product Advisory Forums across four continents, gathering and leveraging customer feedback to influence and drive the Marquee team to think strategically and deliver scalable, reusable digital solutions for complex client needs globally

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 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 Platform a leading driver of Hewlett Packard Enterprise's upcoming acquisition of Juniper Networks for ≈$14BN.

- Directed the product and monetization strategy across 128 Technology's entire global business, directly advising the CEO and Senior Management
- 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
- Implemented a data-driven experimentation framework, partnering with Engineering, UX, and AI teams, slashing the time from prototype to production by 67%, driving timely delivery, and promoting continuous innovation

EDUCATION

DUKE UNIVERSITY, PRATT SCHOOL OF ENGINEERING
Graduate Certificate in AI Product Innovation   **January 2024 – February 2024**
- 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   **August 2010 – August 2014**
- *US News and World Report's* **#1 ranked program worldwide** for Information Systems and Quantitative Analysis

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

- **Google Cloud Digital Leader Certification** ([Credly Badge](#))
- **Microsoft Certified: Azure AI Engineer** (Exam AI-102)
- **AWS Certified and Accredited** (3 Certifications): Solutions Architect, Cloud Practitioner, and Business Partner
- **FINRA Registered General Securities Representative** (Series 7 and 63 Exams)

THOUGHT LEADERSHIP & SPEAKING ENGAGEMENTS

LinkedIn Top Voice (3x) 2023, 2024 — Top Voice in AI, Product Strategy, & Product Management
- Awarded the top 1% of authors who share valuable expertise with the LinkedIn Community by creating original, unique, and noteworthy content focused on the forefront of emerging trends and new technologies

Distinguished Moderator — Women Impact Technology NYC Conference
- Representing AWS, **moderated "Shifting from Micromanagement to Accountability" panel** comprised of C-Suite executives from publicly traded technology companies and other notable technology leaders

EXPERTISE

EXECUTIVE MANAGEMENT

- Product Strategy Development & Execution
- Cross-Functional Team Leadership
- Monetization & Revenue 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
- Strategic Partnerships
- Go-to-Market Strategies
- Customer Relationship Management
- Competitive Analysis
- Product Marketing
- Pricing Strategy
- Institutional Finance

- Verbal & Written Communication
- Financial Trend Forecasting
- Financial Modeling
- Customer Needs Research
- User Experience
- People Management
- Investor & Analyst Relations
- Public Speaking

TECHNICAL LEADERSHIP

- Artificial Intelligence (AI)
- Machine Learning (ML)
- Cloud Computing
- Generative Algorithms
- Service Delivery Platforms (SDP)
- Foundation Models & LLMs

- Big Data Analytics
- Rapid Prototypes
- Automation
- API Solutions & Connectivity
- A/B Testing
- Agile Development Methodologies

- User & Performance Metrics
- User Study Design
- Software Lifecycle Management
- Software as a Service (SaaS)
- Project Management
- Localization

SELECTED TECHNOLOGIES

- **Cloud Computing Platforms:** Amazon Web Services, Microsoft Azure, Google Cloud Platform
- **Artificial Intelligence:** Google Gemini Ecosystem, Google Vertex AI, Azure AI Services, OpenAI APIs, Amazon Bedrock, Amazon SageMaker, Dataiku, ChatGPT, Intercom, Claude, IBM Watson Studio, Mistral, DataBricks,
- **Machine Learning:** Azure Machine Learning Studio, Apache Spark, TensorFlow, PyTorch
- **Programming Languages:** Python, Python Libraries, 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
- **AI Low-Code Application Platforms:** Microsoft Power Platform, Appian AI Process Platform, Salesforce AI Cloud
- **Developer Tools:** GitHub, GitCLI, Microsoft Visual Studio Code, SDKs, Postman, Docker, Jupyter Notebooks
- **Data Analysis & Visualization:** Google Analytics, Amplitude, Apache Hadoop, BigQuery, Kibana, Tableau, Adobe Analytics, D3
- **Data Management, Analysis, & Automation:** Google Cloud Storage, Amazon S3, Amazon RDS, MySQL, Open Search, MongoDB, Microsoft SQL Server, Coginiti Pro
- **Collaboration & Program Management:** Microsoft 365, Google Workspace, Jira, Smartsheet, Microsoft Visio, Asana
- **User Study Design & Execution:** FullStory, UserTesting, UserZoom, Qualtrics, Optimizely, Typeform, SurveyMonkey
- **Digital Design Tools:** Adobe Creative Cloud (Photoshop, Premiere Pro, Media Encoder, Illustrator), Figma, Canva