LINUS SEAH

AI Product & GTM Manager | 773-312-2608 | seah.linus@gmail.com

PROFESSIONAL SUMMARY

Product and GTM Manager with 7+ years of customer facing experience building enterprise and consumer products from 0-to-1. I sit at the intersection of product delivery, user experience and growth. I led cross-functional teams across Asia-Pacific at a MNC, and was a founding PM working directly with the C-suite to translate complex customer needs into scalable platforms. I currently work with companies on GTM strategy, and AI researchers on LLM and AI agent systems from architecture through production.

EDUCATION

KELLOGG SCHOOL OF MANAGEMENT AND **MCCORMICK SCHOOL OF ENGINEERING**   **Aug 2024 - Mar 2026**
- Northwestern University MBAi joint degree program: <u>MBA (Master of Business Administration</u>) and <u>Artificial Intelligence</u>
- Leadership: Perplexity Campus Growth Lead, Claude Builder Club Ambassador
  - Architected a multimodal AI application integrating third-party LLM APIs and open-source image and voice models.
  - Developed a Model Context Protocol plugin to perform hybrid semantic and keyword search via the Exa Search API.
- Coursework: Software Architecture, Data Intensive Systems, Technical Program Management, Marketing Growth & Strategy

YALE-NUS COLLEGE   **Jun 2013 - Jun 2017**
- B.A. (Bachelor of Arts) with Honours, in <u>Economics</u>**,** Philosophy and Politics; Coursework: <u>Econometrics</u>, <u>Advanced Statistics</u>

EXPERIENCE

GENMO (AI research lab) | GTM (Go-To-Market) Product Manager, San Francisco, CA   **Jan 2026 - Present**
- Led early customer discovery and sales pitches for enterprise and research partners exploring general world-model applications.

VANGUARD | AI Product Manager, Chicago, IL   **Sep 2025 - Dec 2025**
- Designed and shipped an LLM-powered AI agent enabling analysts to curate investment portfolios, partnering with stakeholders to streamline engagement workflows improving customer outreach by 54% and increasing customer conversion.
- Architected an agentic RAG platform, spanning data ingestion, retrieval, prompt design, and multi-step agent orchestration.

MITOHEALTH (Y-Combinator Alumni) | GTM (Go-To-Market) Product Manager, San Francisco, CA   **Jun 2025 - Sep 2025**
- Led B2B customer discovery and solution design with medical practices, corporates and SMBs to assess technical and workflow fit. Partnered with CEO and CTO to shape pricing and demonstrations, contributing to 10% MoM sales growth.
- Optimised user checkout flows by using PostHog and SQL to define and analyse sales data and product metrics. Collaborated with CTO and designer to iterate on quantitative feedback, resulting in 7% decrease in customer activation drop-off.

INTEROPERA (Series A Startup) | Founding Product Manager, Singapore   **Sep 2022 - Jun 2024**
- Owned product strategy and roadmap end to end, working directly with the CEO and commercial teams to translate customer needs into a mobile and web tokenisation platform, contributing to $300K+ in closed deals.
- Improved execution across product platforms by automating QA and UAT, reducing bugs by 42% and delivery time by 17%.
- Established data-driven product decision-making, defining core product metrics and partnering with engineers to instrument usage tracking, avoiding $100K in costs by deprecating low-traction features.

LAZADA (E-commerce Marketplace) | Product Manager, Singapore   **Jan 2022 - Sep 2022**
- Developed a data segmentation and sales optimization tool for 900 account managers, leveraging SQL to analyze seller performance and drive enterprise monetization, increasing SKU assortment completeness by 21% across 100K sellers.

GLAXOSMITHKLINE | GTM (Go-To-Market) Product Manager, Singapore   **Jun 2017 - Dec 2021**
- Led cross-functional deployment of a computer vision–based AI solution across GSK manufacturing, coordinating marketing, quality, operations, and commercial teams to integrate it into production lines in Vietnam and Egypt, driving a 30% sales uplift.

SKILLS & CERTIFICATES

- AI: Agentic RAG, Agent Orchestration, Evaluation & Monitoring, Prompt Engineering, Python, Attention mechanisms
- GTM & Pre-Sales: Consumer and Enterprise GTM, Solution Design, Pricing Strategy, Customer Discovery
- Program Management: A/B tests, Funnel Analysis, User Research, Usage & Performance Metrics, JIRA, Confluence, Agile Scrum

Additional Leadership Experience:
- Singapore Armed Forces Officer (Combat Engineers, elite CBR unit), Chief of Staff to the Battalion Commander, managing programs and schedules for 300 personnel to ensure timely execution and cross-unit alignment.