

NIKI TUBACKI

CONTACT

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SKILLS

JIRA, Asana, Confluence,
Notion, agile development

Figma, Sketch, InVision,
Adobe Illustrator, Photoshop

JavaScript, Java, Python,
React, HTML/CSS

EDUCATION

MIT Masters of Engineering (MEng) in Computer Science (6-3)

June 2018 // Cambridge, MA

- Thesis concentration in AI, HCI, & UI Design

MIT Bachelors of Science in Computer Science (6-3)

June 2017 // Cambridge, MA

- Minor in Literature

EXPERIENCE

Director of Product Management, Ceres AI

August 2024 - present // Oakland, CA (remote)

- Reported directly to CEO as senior-most Product Manager responsible for all products
- Managed team of 4 and core company roadmap, collaborating across all teams and levels in order to prioritize among strategic company investments and customer requirements
- Established product market fit for new verticals including enterprise agriculture, financial services, and insurance
- Served as product expert on all products for enterprise sales calls, demos, and marketing

Senior Product Manager, Ceres AI

September 2022 - August 2024 // Oakland, CA (remote)

- Owned core customer experience, prioritizing across 200+ customers with wildly variable needs and improving retention by 10%
- Served as product expert on all products for enterprise sales calls, demos, and marketing
- Managed MBA interns, created intern program, and mentored new PMs

Product Manager, Ceres AI

April 2021 - September 2022 // Oakland, CA (remote)

- Led cross-functional teams in production of product lines responsible for nearly \$100k in yearly revenue
- Spearheaded internal process creation, including migrating all ticketing and roadmapping to JIRA and managing a backlog of hundreds of tickets
- Led Ceres's first Hackathon with company participation of 70% and resounding approval

Product Manager, C3.ai

August 2020 - March 2021 // Redwood City, CA

- Owned company UI Framework from infrastructure to product specifications for UI components
- Led first release of our no-code UI design tool to customers and partners
- Prioritized needs across product development life cycle for both internal and external stakeholders with a wide range of requirements
- Managed an engineering team of 12 through a large backend migration and several large new application releases

Forward Deployed Engineer, C3.ai

August 2018 - August 2020 // Redwood City, CA

- Engaged directly with customers to deliver over \$1M in value through application development
- Led development and delivery of AI-enabled applications to a major defense organization, a leading multinational bank, a Fortune 500 oil and gas company, and others
- Instructed and supported customer developers on C3 AI Platform and Tools
- Created the Services organization Mentorship and Internship Programs

PREVIOUS EXPERIENCE

Research Assistant, MIT Lincoln Laboratory

September 2017 - June 2018 // Cambridge, MA

Product Management Intern, MotiveMetrics

June 2017 - September 2017 // Palo Alto, CA

Software Engineering Intern, Microsoft

May - August 2016 // Redmond, WA