

Shem Nyachieo, MBA

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Senior Product Manager | AI Products | Enterprise SaaS | Cloud Platforms

PROFESSIONAL SUMMARY

Senior Product Manager with 9+ years of experience building AI-powered platforms, enterprise SaaS solutions, and cloud technologies. Founded FalcoScan, scaling an AI competitive intelligence platform from concept to global users by leading product strategy, customer discovery, AI workflows, roadmap execution, and GTM leadership. Previously drove \$100M+ in enterprise AI/ML opportunities at AWS by translating complex cloud technologies into customer solutions, strategic initiatives, and adoption strategies. MBA-trained with expertise in AI products, LLM applications, cloud platforms, UX, and technical product leadership.

PROFESSIONAL EXPERIENCE

FalcoScan

Austin, TX

Senior Product Manager

December 2024 – Present

- Founded and launched an AI competitive intelligence platform by leading customers discover, evaluate, and monitor emerging AI technologies. Owned full cycle planning of FalcoScan's product strategy, discovery, roadmap execution, analytics, and go-to-market.
- Built FalcoScan from idea to global users in weeks, defining product vision, MVP strategy, roadmap priorities, and GTM execution for AI researchers, founders, and business leaders.
- Conducted 50+ customer discovery interviews to identify competitive intelligence gaps, validate product-market fit, and prioritize roadmap investments using RICE and impact-effort frameworks.
- Created proprietary intelligence dataset researching 6,700+ AI products across 29+ markets, transforming fragmented AI ecosystem data into structured insights for product and market decisions.
- Led 15+ agile product releases from MVP through growth, leveraging customer feedback and usage analytics to improve platform adoption, engagement, and user experience.

Amazon Web Services (AWS)

Arlington, VA

Senior Product Manager

May 2019 – December 2024

- Influenced \$100M+ in enterprise AI, ML, and cloud opportunities by identifying customer challenges, shaping product delivery strategies, and translating AWS capabilities into business outcomes for enterprise and public sector organizations.
- Led working sessions with engineering, design, and leadership to align product direction with customer goals and business priorities.
- Built and managed an internal AWS platform that organizes 60,000+ solution architecture assets and over 20,000+ reusable resources, creating a centralized source of truth that improved knowledge accessibility, reduced content duplication, and immediately accelerated customer delivery workflows.
- Managed and mentored team members across product, design, and operations functions, fostering a culture of ownership, continuous improvement, and customer-focused delivery.

Gensler

New York, NY

Product Designer

June 2017 – May 2019

- Created Applied user-centered design principles to develop enterprise experiences for Fortune 500 organizations.
- Designed UX/UI experiences for 60+ Fortune 500 clients, translating business objectives and user research into intuitive solutions.
- Led discovery workshops with executives and stakeholders to define user needs, requirements, and experience strategies.

TECHNICAL SKILLS

- Product Management:** Roadmaps, PRDs, MVP, Customer Discovery, Backlog Management, User Stories, Prioritization, OKRs
- Methodologies:** Agile, Design Thinking, Customer-Centered Design
- AI & Development:** API integrations, Claude Code, VS Code, n8n, Automation
- Analytics:** Google Analytics, Amplitude, Data Visualization, Data Analysis, Tableau, SQL, Python, R
- Tools:** JIRA, Confluence, Figma, Miro, V0, Adobe Creative Suite

EDUCATION

University of Cincinnati,

- Masters of Business Administration (MBA) | Product Management & Business Strategy

3.9/4.0 GPA

University of Cincinnati,

- Bachelor of Science in Product Design | UI/UX, User-Research, User-Centered Design

3.7/4.0 GPA

CERTIFICATIONS

- IBM:** Product Management & Agile Development and Scrum Certification
- Microsoft:** Product Strategy and Roadmapping
- Dalziel Institute:** STRIPE Bronze PAW Strategic Leadership