

# Safe AlKalouti

 415-999-5612

 safekalouti@gmail.com

 SF Bay Area

 [www.linkedin.com/in/safekalouti](https://www.linkedin.com/in/safekalouti)

## EXPERIENCE

### Amazon | Sr Technical PM | ML Feature Catalog Platform | Sep 2022 → Present

- Led ML platform strategy across 4 engineering teams (32 SDEs) serving 400+ ML models and 300k classifiers, generating \$230M in revenue optimization and avoiding \$180M in EU compliance penalties through accurate product classification.
- Launched GenAI platform with prompt lifecycle management and vector similarity search, supporting 100+ applied scientists and 5K+ prompts while reducing inference costs by 40% through optimized batching infrastructure.
- Extended platform to support multimodal ML inference (images, external catalogs, reviews, brand data), improving catalog gap prediction accuracy by 100 bps MoM and influencing AWS roadmap for reusable ML primitives.

### LiveRamp | Lead PM | B2B SaaS Application Experience | Jun 2021 → Sep 2022

- Led the integration of advanced data table features in a dual-sided marketplace, cutting time spent for core use actions by 30%.
- Launched a scalable notification framework across 10+ SaaS apps, enhancing communication via in-app, email, and API notifications.
- Developed a suite of enterprise services, unifying user experience across 10+ SaaS apps, marked by the adoption of a cohesive navigation system and micro frontends.

### The Gap | Senior PM | B2C eCommerce Bag & Checkout | Sep 2019 → May 2021

- Launched a unified cart UI across 5 brands, boosting revenue per visitor by 5% and lowering exit rates by 3%.
- Improved order fulfillment by launching a curbside pickup option for BOPIS orders (buy online pick-up in store), growing BOPIS orders by 2.5%.
- Improved conversion rate by 4% by Integrating popular third-party payment methods (Apple Pay, PayPal, AfterPay) to shopping bag flow.

## Previous Career History

### Twitter | Senior PM | Platform Health Tools | Nov 2018 → Jun 2019

### JPMorgan Chase | Technical PM | DevOps Automation | Aug 2017 → Nov 2018

### Bank of the West | Product Manager | Online Banking | Jul 2015 → Jul 2017

### Wells Fargo | Business Analyst | Online Banking | Jan 2014 → Jun 2015

## EDUCATION

### University of Wisconsin Whitewater | Master of Business Administration (MBA) | 2013

### University of Wisconsin Milwaukee | BS Healthcare Administration, 2011