

Andrew Craig

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Lead Product Manager, Enterprise AI, Analytics & Data Platforms

SUMMARY

Product leader with 10+ years building enterprise AI, analytics, and data platforms that drive measurable business outcomes. Built and launched 0→1 products supporting organizations representing **\$20B+ in annual revenue**, delivering **25% gross margin improvement** and **90% faster reporting** through product strategy, customer discovery, and cross-functional execution. Experienced establishing Product Management functions, influencing executive investment decisions, and leading enterprise adoption of data and AI capabilities across highly matrixed organizations.

WORK EXPERIENCE

STO Building Group — Seattle, WA

April 2022 - Present

Lead Product Manager, Enterprise AI and Analytics | Founding PM

- **Improved project gross margin by 25%** by launching enterprise data products and self-service dashboards that enabled earlier risk identification and data-driven decision making across **5,000+ projects** spanning **16 portfolio companies**.
- **Delivered an enterprise Analytics & AI platform supporting operations representing \$20B+ in annual revenue** by leading product strategy, roadmap, and cross-functional execution across Product, Engineering, Data Science, and Data Governance from customer discovery through enterprise rollout across 16 operating companies.
- **Defined and delivered enterprise AI capabilities**, including an **80% accurate** profitability forecasting model and a proactive margin risk notification system that identifies emerging profitability risks and alerts project teams before financial performance is impacted.
- **Reduced reporting latency by 90%**, enabling project reviews to shift from ad hoc to **bi-weekly** and accelerating issue identification through a modern enterprise analytics platform and automated reporting.
- **Scaled enterprise adoption across 2,000+ stakeholders** by embedding with operational teams for continuous customer discovery and executing executive sponsorship and grassroots enablement strategies.
- **Established the company's first Product Management function** by introducing roadmap prioritization frameworks, Agile operating cadences, and cross-functional planning processes that aligned engineering investment with measurable business outcomes.
- **Influenced executive investment decisions** by translating ambiguous operational challenges into a long-term product vision, phased roadmap, and quantified business cases that aligned C-suite leaders around enterprise priorities.
- **Launched automated project report generation** using generative AI to integrate platform-sourced data with manual document inputs, reducing manual effort and standardizing project status reporting across the portfolio.
- **Delivered a natural-language query chatbot** enabling users to directly interrogate project data, supplementing dashboard-based reporting with self-service, conversational access to project details.

S&P Global (IHS Markit) — Seattle, WA and New York, NY

Director, Product Consulting and Implementation

Jan 2021 - April 2022

- **Influenced product strategy across 25+ enterprise accounts** by aligning Engineering, Product, Sales, and Finance around customer priorities, enabling executive stakeholders to shape roadmap investments and Professional Services delivery.
- **Improved professional services utilization while reducing non-billable time by 50%** by standardizing delivery estimation, resource planning, and execution frameworks across a team of 6 managers and 25 consultants.

- **Enabled enterprise data operations for 4,000+ institutional users** by leading delivery of Price Master, Party Master, and Broker Master platforms for a global asset manager and a major Canadian bank, introducing federated capabilities and workflow automation that simplified complex data management across business segments.

Associate Director, Product Manager and Managing Product Consultant

Jan 2018 - Jan 2021

- **Generated \$1MM in first-year licensing revenue** by inventing and launching EDM Templates, a reusable SaaS capability that **automated 70% of implementation workflows** and reduced customer time-to-value by **30–50%**.
- **Expanded a strategic enterprise engagement from \$350K to \$1MM ARR**, driving **3x product adoption** and securing a **\$2MM multi-year partnership** by delivering automated data pipelines and workflow orchestration that reduced client reporting time by **80%**.
- **Influenced product roadmap and commercial strategy** through customer discovery with **30+ enterprise clients**, product webinars, and **10+ executive sales demonstrations**, translating Voice of Customer insights and usage analytics into prioritized product investments.
- **Accelerated enterprise product adoption** by leading early access programs from pilot through general availability, recruiting strategic launch partners and developing customer success stories that supported broader commercial rollout.

Managing Product Consultant

Jan 2016 - Jan 2018

- **Enabled real-time market data delivery for 17,000+ institutional users** by architecting high-availability pricing data platforms that improved system scalability and reliability.
- **Generated \$500K+ in annual cost savings per client** by automating manual data workflows and consolidating fragmented data management across Security Master and Price Master platforms.
- **Reduced daily processing time by 50%** by modernizing master data infrastructure for the Bank of Canada, strengthening enterprise data governance and operational efficiency.

Product Implementation Consultant

Nov 2014 - Jan 2016

SKILLS

Product Leadership

Product Strategy • Vision • Discovery • Roadmaps • Prioritization • Go-to-Market • Executive Communication • Business Cases • OKRs

Enterprise Platforms & AI

Enterprise SaaS • AI Products • Agentic AI • Predictive Analytics • Workflow Automation • Data Products • ML Product Development

Technical

SQL • APIs • BigQuery • Azure • AWS • GCP • ETL • Data Architecture • Enterprise Data Platforms • AI Product Development

PROJECTS

Semantic Engine — Personal Project: Designing governed, LLM-ready data infrastructure for enterprise semantic layers, authoring a technical PRD and MCP server design that let AI agents query structured business data safely and accurately.

EDUCATION

Bachelor of Arts in Economics

Macalester College, Saint Paul, MN
2010