

ALEX TRAN

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PROFESSIONAL SUMMARY

Well-rounded, AI-fluent professional with 10 years of experience in strategy and design through to execution and delivery. Proven track record in delivering delightful software and AI/machine learning based products and building and leading high performing teams.

PROFESSIONAL EXPERIENCE

Partner, AI | Think and Grow

Aug 2025 - Present

- **Business development** – Generated \$2.5m+ in pipeline and closed ~\$500k in revenue by securing high-value opportunities across AI and tech clients.
- **AI-ready strategy development** – Developed 6-month AI-readiness roadmaps for multiple clients, identifying growth initiatives that prepare each organisation for an AI-native future.
- **Internal AI transformation** – Led the design of a unified query engine giving LLMs natural-language access to the organisation's CRM, sales, HR, finance, and deliverables data.
- **Agentic strategic partnerships** – Cultivated relationships with key industry partners, expanding market reach and broadening Think and Grow's AI service portfolio.

Head of Product and Technology | Amplified Intelligence

Aug 2022 – Aug 2025

- **Product management** – Increased ARR by over \$1.1m by launching 4 new SaaS and AI product offerings, managing the full lifecycle from discovery to delivery
- **Agentic AI** – Reduced operational costs and boosted efficiency by designing and embedding custom agentic AI workflows across the organisation.
- **Partnership deals** – Secured 20+ enterprise deals across 4 markets with global giants including Amazon, Netflix, Meta, and TheTradeDesk.
- **Capability building** – Built and led a cross-functional team of 15+ (engineering, product, data science) through recruitment and mentorship processes.

Product Owner | Education Horizons

Feb 2022 – Aug 2022

- **Product strategy** – Drove roadmap direction for critical features through continuous discovery, including weekly user interviews and market trend analysis.
- **Feature delivery** – Led 2 cross-functional teams to deliver complex features such as localisation, finance management, and personalised dashboards.

Digital Strategy Consultant | Accenture Australia

May 2017 – Feb 2022

- **Business development** – Contributed to over USD \$3.5m in sales through writing proposals for over 12 clients.
- **Digital, data & AI strategy development & delivery** – Delivered and executed on business, data, analytics, product, and AI strategies for multiple fortune 500 companies, Australian national companies, and government agencies.

Engineering Research Associate | The University of Queensland

Jan 2015 – Nov 2016

- **Fortune 100 Construction Equipment Manufacturer** – Supported the optimisation of machinery efficiency by investigating the productivity of mining activities by analysing and modelling operator behaviour.

EDUCATION

Bachelor of Engineering and Bachelor of Commerce | The University of Queensland

Majors: Mechanical Engineering and Finance

SKILLS & COMPETENCIES

Functional:

- Product Strategy & Vision
- Capability Building
- Product Road Mapping
- User Story Writing/Prioritisation
- Feature Definition
- Business Strategy & Analysis
- Deals & Investments
- Product Management
- Data, Analytics, and Insights
- Pricing, Sales, and Go-To-Market
- User Experience (UX) & Research
- Stakeholder Engagement

Technical:

- AI-enabled workflows (Claude, Gemini)
- Web development (HTML, CSS, JS)
- Programming (Python/R/SQL)
- Development Tools (Postman, VS Code)
- System Design
- AI agent development (LangGraph, RAG, MCPs)
- Data Visualisation (PowerBI, Tableau)
- Cloud Technology (AWS/Azure)
- Product Toolkit (Jira, Confluence, Miro, Figma)

Domain Experience

- Advertising & Marketing
- Defence
- Revenue Collection
- Mining & Utilities
- Telecommunications
- Emergency Services
- Education
- Health

CERTIFICATIONS

- AWS Certified AI Practitioner
- Microsoft Certified: Azure Fundamentals (AZ-900)
- LUMA Institute Certified Practitioner of Human-Centered Design
- Amazon Web Services (AWS) Certified Cloud Practitioner
- International Consortium for Agile (ICAgile) Certified Practitioner
- Scaled Agile Framework SAFe 4.0 Agilist Certification