

ELLIOT VERMES

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STRATEGIC PRODUCT & INNOVATION LEADER

15+ years leading product strategy and delivering AI/ML-powered solutions that put users first. Skilled at identifying emerging trends and transforming complex ideas into intuitive products that foster lasting customer loyalty. Experience leading the full product management lifecycle. Global experience at Accenture and JPMorgan; fluent in French, German, and Spanish.

KEY ACHIEVEMENTS

Led product strategy for a category-defining B2B data intelligence platform, resulting in:

- 60% market penetration | 91% client renewal rate
 - 174% CAGR revenue growth
 - Acquisition of the platform by a Berkshire Hathaway-backed institution.
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PROFESSIONAL EXPERIENCE

Strategic Product Consultant

2020 – Present

Advisor to various technology companies and non-profit organizations

- Defined product vision, roadmaps, and GTM strategies for data and technology clients.
- Advised clients on transitioning from sales-led to product-led growth models, increasing user adoption.

Kohort | Founder

2023 – 2024

AI-powered relationship intelligence platform

- Launched an MVP that reconstructed users' actual work relationships from multi-terabyte datasets.
- Achieved 10–13% pre-registration rates from laid-off employees at Spotify and Indeed.

Acorn | Chief Product Officer

2019 – 2020

Private talent network connecting professionals to flexible work opportunities

- Developed AI-powered candidate-job matching algorithms that reduced costs by 50%.
- Implemented predictive analytics to improve job placement accuracy.

redIQ | Founder / Chief Executive Officer

2010 – 2018

Real estate data intelligence for multifamily transactions

- Led end-to-end development, resulting in 174% CAGR in revenue with a 91% renewal rate.
- Achieved 60% market penetration among top firms such as CBRE, JLL, and Starwood.
- Recruited and led a high-performing team with exceptionally low turnover.
- Acquired by Berkadia for its strong brand, market penetration, and loyal client base.

OTHER RELEVANT EXPERIENCE

J.P. Morgan | Associate, Real Estate Investment Banking

Launched J.P. Morgan's European real estate private placement platform, raising \$1.8 billion globally.

Accenture | Consultant

Led ERP software implementation and data migration across multiple industries in Spain and Germany.

EDUCATION

Columbia Business School | Master of Business Administration | Entrepreneurship

Washington University in St. Louis | Bachelor of Science | Systems Science & Engineering

EXECUTIVE COMPETENCIES

- **Leadership:** AI/ML Strategy Execution, Stakeholder Management, Cross-Functional Team Building
- **Product Management:** Agile Workflows, Roadmapping & Prioritization, Customer-Centric Design
- **Data Analysis:** AI/ML, SQL, Data Architecture Design, A/B Testing, Data-Driven Decision Making
- **Go-to-Market Strategy:** SaaS, B2B, B2C, Market Positioning, Product-Led Growth, Messaging