

Pouyan Aminian

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Summary

10+ years of experience leading product teams at Tailscale, Databricks, Meta, and Microsoft. Track record of building products with million dollar revenue impact, including free trials at Tailscale that doubled self-serve revenue in 10 months and Lockbox at Microsoft which unblocked \$500M in revenue commitments. Excited about building AI-powered products that make people more efficient.

Skills

- Product-Led Growth (PLG), Product-Led Sales (PLS), B2B & enterprise PM, pricing & packaging, and monetization
- Data analysis, SQL, Snowflake, Databricks, Azure, GCP, AWS, Kubernetes, Pulumi, and Terraform

Professional Experience

TAILSCALE | Staff Product Manager – Growth and Monetization | San Francisco, CA Mar 2023 – Present

Second PM hire reporting to the CPO, managing a portfolio of 3 products (Kubernetes, data platform and billing) with 12 engineers

- Defined the product strategy and quarterly roadmaps for the 3 teams by leading 100+ customer interviews, analyzing metrics for core user journeys and collaborating closely with the Go to Market team
- Launched free trials, growing the paid customer base to 10K+, and the annual self-serve revenue by 2X in 10 months
- Launched 20+ features in the Kubernetes operator, growing adoption from 300 to 1.5K+ enterprise customers in 12 months
- Launched 5 new log streaming partner integrations, growing adoption from 0 to 100+ enterprise customers in 18 months
- Led an effort to evaluate, purchase and migrate billing to a new tool (Orb), powering \$10M+ in credit-based contracts

DATABRICKS | Senior Product Manager – Regional Expansion | New York, NY Nov 2021 – Mar 2023

Led regional expansion, buildout automation and Petabyte-scale capacity management across 2 teams with 8 engineers

- Defined the regional expansion roadmap in collaboration with the sales team and cloud partners (AWS, Azure, and GCP)
- Launched 6 new Databricks regions in one year, unblocking customers, including AstraZeneca, Qatar Airways, and ANA
- Built new region automation tooling and onboarded 14 infra service teams, cutting buildout time from 6 to 2 weeks
- Drove cloud capacity management for infra services, meeting Petabyte-scale holiday peak demand with no downtime

META (FACEBOOK) | Senior Product Manager – App Ads Growth | Seattle, WA May 2020 – Nov 2021

Led app ads growth on Facebook and Instagram mobile apps with a team of 6 engineers

- Ran 20 experiments on the app install and playable ad formats, generating \$150M in incremental revenue in one year
- Built a 0-to-1 mini apps ad format and recruited 15 design partners, leading to a successful private alpha launch

MICROSOFT | Senior Product Manager – Customer Lockbox for Azure | Redmond, WA May 2018 – Apr 2020

Led product expansion for a new data access control service (Lockbox) designed for customers in highly regulated industries

- Onboarded 30+ services and DevOps tools to the platform, including Compute, SQL, Azure Kubernetes Service, and Azure AI
- Worked directly with top European customers, including UBS, to unblock adoption, leading to \$500M in revenue commitments

Product Manager II – Azure Data Security Aug 2017 – May 2018

- Designed and delivered internal software to inventory and manage 3rd party engagements across Azure
- Onboarded 1,000+ suppliers used by 300+ engineering teams across 5 different organizations to the tool

Product Manager – Azure Global Infrastructure Apr 2016 – Aug 2017

- Built and launched the Azure German datacenter and onboarded 30+ services to the region
- Worked with German customers, including Deutsche Telekom, to stage and migrate their workloads to the cloud

Product Manager – Windows Maps Oct 2014 – Apr 2016

- Created the first client health analytics dashboard and A/B testing program, enabling data-driven product decisions

Education

University of Toronto – BAsc. Computer Engineering Sep 2009 – Jun 2014

- Minor in Business Administration & Entrepreneurship