Dustin Ramsay

Denver, CO | (207) 991-7499 | hello@dustinramsay.com | linkedin.com/in/dustin-ramsay

PROFESSIONAL SUMMARY

Product leader who ships AI-native software end to end, from discovery and roadmap through pricing, positioning, and enterprise rollout. Former startup founder and full-stack engineer, at home in the technical tradeoffs underneath the roadmap.

PROFESSIONAL EXPERIENCE

Trimble — AI Product Manager June 2025 – Present

Remote

- Coordinated cross-functional development and launch of SketchUp Assistant, overseeing execution of an AI help chatbot and a 3D generative modeling tool that streamline customer workflows and introduce expansion revenue opportunities for SketchUp.
- Led the design and rollout of a new consumption-based pricing model for Trimble's Architecture & Design division, enabling scalable monetization of emerging AI features and driving 30% average month-over-month growth in active AI subscribers.
- Partnered with VP-level leadership, product, marketing, and engineering to launch a Claude connector for SketchUp, then built the monetization strategy behind it and presented it to VP-level stakeholders for relay to the CEO for earnings calls.
- Accelerated the product development lifecycle using Claude Code, Spec Kit, and Jira Model Context Protocol (MCP) servers to streamline spec generation, ticket management, and implementation workflows.

Boom — Product & Engineering Consultant June 2024 – December 2024

Fintech / M&A Marketplace

- Architected and shipped an AI-enabled MVP in under five months, integrating optical character recognition (OCR, AWS Textract), semantic search, structured data pipelines, and retrieval augmented generation (RAG) workflows.
- Developed a strategic product roadmap for an AI-driven M&A platform that enabled $70M+ in GMV by providing financial insights and a marketplace for small business owners to value and sell their businesses.
- Accelerated product launch by months by prioritizing key features based on primary user research, uncovering two new customer segments in the process.

Safety Radar — Product & Engineering Consultant April 2024 – July 2024

AI for Industrial Safety & Compliance

- Designed and validated AI risk assessment modules for industrial companies using prompt engineering, batch evaluation, and AI model benchmarking to analyze over 50,000 safety reports for a Fortune 500 client.
- Built and tested retrieval augmented generation (RAG) pipelines to rate and analyze tens of thousands of safety reports, reducing compliance risk and operational costs for enterprise clients in the oil & gas sector.

Sarus — Cofounder & CEO May 2021 – March 2024

Construction SaaS

- Led development and launch of a SaaS platform serving the construction industry, managing a remote engineering team on a JavaScript stack (React frontend, Node.js/Express backend, MongoDB).
- Built custom data pipelines (Python, Nanonets OCR) to digitize thousands of pages of crane load-chart PDFs into structured MongoDB data, enabling optimization of crane selection and configuration.
- Conducted 100+ customer discovery interviews with SMB and enterprise stakeholders in construction, translating insights into actionable product requirements and roadmap priorities.

Xilinx (acquired by AMD) — Product Applications Engineer Intern June 2020 – September 2020

- Debugged, deployed, and optimized FPGA-based AI acceleration prototypes and customer workflows, providing actionable product feedback to engineering and documentation teams.

EDUCATION

University of Colorado Boulder — B.S., Electrical and Computer Engineering; Business Minor (Entrepreneurship focus). New Venture Challenge Finalist.

St. Lawrence University — Physics; Computer Science and Mathematics Minors. Varsity Nordic Ski Team.

SKILLS

AI & Data Engineering: Retrieval Augmented Generation (RAG), Semantic Search, Prompt Engineering, Model Evaluation & Benchmarking, Model Context Protocol (MCP), LangChain, Claude Code, OCR, ETL Data Pipelines

Product: Product Strategy, Roadmapping, Customer Discovery, Market Research, Pricing & Monetization, Go-to-Market Strategy, UI/UX Design, Figma, Technical Demos

Engineering: JavaScript, Python, SQL, Node.js, Express, React, PostgreSQL, MongoDB, Supabase, AWS, Docker, Git

Ways of Working: Agile Project Management, Remote Team Leadership, Stakeholder Management, Technical Writing, Agentic Product Development