

DMITRY KALINCHENKO

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PRODUCT | STRATEGY | INNOVATION

I'm a product and market strategist who turns complex data into actionable insight—now focused on building and scaling generative-AI solutions for the next wave of innovation. I blend of strategic vision, technical fluency (LLMs, GenAI) and narrative storytelling that rallies cross-functional teams and execs around bold, customer-backed roadmaps.

CORE COMPETENCIES

- Customer Discovery, JTBD & Outcome-Driven Innovation
- Executive Storytelling, GTM & Pricing Strategy
- B2B SaaS Lifecycle Management & Agile Delivery
- Data & Product Analytics, Experiment Design, KPI dashboards
- Cross-Functional Leadership: Engineering, Design, Sales, CX

AI PRODUCT HIGHLIGHTS | More details at <https://dmitryk.net>

[OptiMind – AI-Enabled Decision-Making App](#)

Integrated DeepSeek R1 LLM into a decision matrix app to auto-generate decision criteria, weigh options, and rankings.

[Clusteroo – AI-Powered Data Classification App](#)

Designed taxonomy classification engine that leverages DeepSeek R1 model for semantic clustering of list items.

EXPERIENCE

Sr. Manager, Market Research & Strategy (January 2025 – Present) | [Verizon Connect](#)

Own the voice-of-customer & competitive-intel programs fueling the telematics roadmap.

- **Create briefs on market and technology trends (including LLMs, GenAI, etc.) and their impact on the business.**
- Analyze market size (TAM/SAM) and growth (CAGR) to shape product and business strategy.
- Package findings into C-suite narratives; regularly brief SVP responsible for \$700+ M ARR line.

Sr. Manager, Strategic Insights (February 2023 – January 2025) | [Verizon](#)

Built and led skunk-works team translating chaotic B2B customer data into product bets for 5G-enabled software.

- **Created an LLM-powered framework to capture, analyze, and package insights from Verizon's B2B customers.**
- Partnered with stakeholders to leverage these insights to drive product roadmaps, marketing and sales strategy and GTM activities around new software and network products. Led monthly insights webinars with 100+ attendees.

Innovation Manager (November 2021 – February 2023) | [Verizon New Business Incubation](#)

Identified market gaps and drove strategy for net new top-of-the-network software businesses that take advantage of Verizon's 5G and mobile edge compute (MEC) assets.

- **Incubated supply-chain-transparency POC leveraging Verizon 5G + computer-vision AI;** secured first pilot customer.
- Facilitated ideation workshops generating 120+ ideas; introduced criteria-based scoring rubric to rank opportunities.

Lead Product Owner (April 2020 – November 2021) | [Lumen Technologies](#)

- **Led agile squad building exec KPI dashboards** and delivered monthly KPI readouts to SVP-level stakeholders
- Instituted value-decomposition framework adopted across 6 product teams.

Senior Associate (May 2019 – November 2019) | [Strategyn](#)

Ran innovation programs that leverage qualitative and quantitative, survey-based, data-driven research approach (Outcome-Driven Innovation) to understand customer needs and develop product strategy for Fortune 500 CPG & MedTech companies.

Consultant (March 2016 – April 2019) | **Analyst** (March 2014 – March 2016) | [The Inovo Group](#)

Ran innovation pipeline development programs that used structured approach to generate 100s of early stage ideas and down-select to several well-developed strategies that client companies could execute on.

Earlier Roles: **HookLogic – Product Specialist** | **Enovio – Consultant & Analyst** (details on request).

EDUCATION

MS Information Science | University of Michigan, Ann Arbor, MI

BA Economics, BA Sociology | University of Michigan, Ann Arbor, MI

Continuous Learning & Certifications: [Professional Scrum Master](#), [Prompt Engineering](#), [Intro to GenAI](#), [Hypothesis-Driven Development](#), [Digital Product Management: Modern Fundamentals](#), [Agile Design Thinking](#)