

**Dear Hiring Team,**

I'm an AI product leader with 10+ years building platforms at scale across regulated enterprise environments. My work spans 0-to-1 product development, agentic AI systems, ML/NLP platforms, and scaling compliant digital experiences for millions of users. I've led \$80M+ P&L initiatives across 20+ cross-functional teams — and I still build hands-on, having shipped 6+ AI-powered products independently using coding agents.

At Albertsons, I lead strategy for regulated health and commerce platforms, including the Food is Medicine initiative — a multi-team program combining eligibility, claims, e-commerce, and ML recommendation engines that increased CLV by 32%. I designed and deployed a HIPAA-compliant MCP-based multi-agent system with guardrails for PHI-aware workflows, winning the Microsoft Enterprise Hackathon. I also prototyped a production-ready case-manager platform using AI-accelerated development, reducing planned build cost from \$1.2M to \$200K.

Previously at **Amazon**, I built NLP-enabled analytics tools and generative AI recommendation engines that eliminated 120 hours/week of manual effort. Across earlier roles at **Flipkart**, Barakat, and Eyewa, I scaled marketplace platforms, optimized conversion funnels, and shipped behavioral analytics and ML-driven personalization in fast-moving environments across the US, Middle East, and India.

**Outside of work**, I build AI products end to end. *ScanLLM.ai* is an open-source LLM governance platform I created to help teams detect how LLMs are used across their codebase — addressing a gap I kept seeing in production deployments. *CueSense.xyz* is an AI-driven signal intelligence tool using NLP pipelines and RAG-based summarization. I also authored *The Smart Product Playbook: Journey into the New AI Era*, published on Kindle and paperback.

I operate best at the intersection of strategy and building — translating technical complexity into shipped products with measurable outcomes. I'd welcome the chance to discuss how my experience can support your team's goals.

**Sincerely,**

**Sunil Sharma**

San Francisco, CA

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