

# DOR KOHN

## Senior Product Manager

B2B SaaS | AI/ML | Platform | Partnerships | Pricing

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### SUMMARY

Product leader (6+ years) building B2B SaaS platforms in AI/ML and IoT across startup → acquisition → scale. Led partner GTM, packaging, and next gen launches that helped grow a \$50M ARR platform serving 500K+ subscriptions, incl. a launch adding \$12M ARR in year one and expanding TAM by 25%. Seeking senior product roles focused on AI-powered & API platforms, growth, and partnerships.

### PROFESSIONAL EXPERIENCE

#### SENIOR PRODUCT MANAGER

LytX Inc. | Haifa / San Diego, CA | July 2023 - Present

- Drove tiered packaging and scaled a revenue-share partner channel (10+ global integrators), contributing to \$50M+ ARR and 500K+ subscriptions.
- Led GTM for next-gen AI dashcam (positioning + field enablement), generating \$12M ARR in year one and expanding TAM by 25%.
- Improved fatigue-detection alert precision from 60% → 95% in key scenarios through iterative evaluation and model tuning, enabling LATAM channel expansion.
- Managed 5 cross-functional workstreams (device, cloud, ML) across 35+ engineers; shipped GA in 10 months (2 months early).
- Managed certification and compliance readiness across regions, unlocking 6 new sales channels and expanding TAM.

#### PRODUCT MANAGER II

LytX Inc. | Haifa / San Diego, CA | September 2021 - July 2023

- Built LLM-powered prototypes using APIs and inference to validate partner channels, cutting feedback cycles from weeks to days.
- Automated telemetry, diagnostics, and feature rollouts with Python and workflow automation, enabling progressive releases across the fleet with real-time health monitoring.
- Designed and shipped a partner portal with sales enablement, cutting integration time 50% across 10+ integrators.
- Scaled infrastructure to 400TB monthly ingest and 3B API calls, reducing spend by 15% while maintaining 99.9% uptime.

#### TECHNICAL ACCOUNT MANAGER II - PRODUCT & INTEGRATIONS

LytX Inc. | Haifa / San Diego, CA | May 2020 - September 2021

- Owned relationship for 8 technology partners (100K+ vehicles, \$5M+ ARR), turning feedback into roadmap priorities.

#### TECHNICAL ACCOUNT MANAGER

Surfsight Solutions (acquired by LytX in 2020) | Yokneam, Israel | March 2019 - May 2020

- Early team member, shaped 0-to-1 product strategy, grew platform to 50K subscriptions in 14 months.

### SKILLS

**Product:** Product Strategy, Discovery, Prioritization, GTM, Pricing & Packaging, Partnerships, Experimentation, UI/UX Design

**AI/ML:** Computer Vision Products, Model Evaluation, LLM Product Prototyping (Codex, Claude Code, Qwen3-VL)

**Tech:** AWS, APIs & Platform Architecture, SQL, Python

**Analytics/Obs:** Amplitude, Google Analytics, Microsoft Clarity, Amazon Athena/QuickSight, New Relic, Logz.io

### EDUCATION

B.S. Business Administration (Entrepreneurship) | San Jose State University | 2017

Certification: Advanced Product Management | Product Experts | 2024