

# LELAND NGUYEN

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## PRODUCT EXPERIENCE

### Product Management Intern | Product Analytics & AI

June 2026 - Present

*Infoblox*  
*Santa Clara, CA*

- Engineered UAI's first adoption analytics system by instrumenting **38 Gainsight PX custom events** across **436 enterprise accounts** and delivering **3 dashboards** (P1/P2/P3 signal tiers); defined a 2+ core action adoption threshold (filter, asset detail, export) to replace page views as the active-user metric and surface at-risk accounts with no prior visibility.
- Surfaced that **48% of 436 enterprise customers** had zero product sessions over 16 days by cross-referencing **513 accounts** against Salesforce, excluding **141 internal accounts**, and repairing **4,350 miscategorized records** from a CSP identity bug; findings directly enabled the product team to identify and engage a high-value customer silently reducing managed assets.
- Delivered Phase 1 of a **multi-epic Jira initiative with 2-week sprints** to production by authoring specs for **16 custom events**, translating PM requirements into engineering tickets with user flow documentation and acceptance criteria, and coordinating 2 engineers through QA; currently leading Phase 2 with **15 active stories** across 6 instrumentation sections.
- Prototyped an AI Meeting Notes Manager and Roadmap Tracker for the Atlas Command Center using a four-agent Glean pipeline and Claude Skills, cutting PM transcript processing from **2 to 3 hours** daily to under **15 minutes** and replacing fragmented per-team planning with a unified roadmap consolidating Jira initiatives across all product teams for PM, engineering, and executive stakeholders.

### Product Management Intern | Product Strategy & GTM

June 2025 - Sept. 2025

*Array Networks*  
*Milpitas, CA*

- Recommended Zero-Trust Network Access entry across India, Southeast Asia, and Japan through a **25-page MRD** synthesizing client and executive input, 5-vendor benchmarking, and a **23.2% CAGR market**.
- Created a reusable PRD structure that reduced drafting time about **50%**; applied it to a **39-epic, 3-phase roadmap** spanning MVP, beta, general availability, and GTM.
- Built a \$5-\$7 per-user monthly pricing model and 3-year business case across R&D, cloud, licensing, acquisition, and support; projected **\$1.08M Year 3 revenue** and **123% ROI** at 25 customers.

## LEADERSHIP & PRODUCT DELIVERY

### Director of Fellowship

Feb. 2026 - Present

*Product Space*  
*Davis, CA*

- Ran weekly product sprints across **4 teams** by setting milestones, reviewing user-research evidence, tracking blockers, and coaching prioritization decisions; delivered **4 tested MVPs** and **20+ user tests** with **100% team completion**.
- Designed and delivered a PM curriculum for **30+ fellows** spanning discovery, problem definition, prioritization, prototyping, testing, and GTM; coordinated 4 mentors, 7 speakers, and a **50+ attendee** capstone showcase.

### Product Management Consultant

Jan. 2026 - June 2026

*Product Space - Woodstock's Pizza*  
*Davis, CA*

- Led a **5-person client team** from discovery through execution, synthesizing **50+ interviews** and **100+ surveys** into prioritized customer segments, requirements, and low- and high-fidelity campaign prototypes.
- Generated **\$1,200+ in UC Davis revenue** and expanded the campaign to **5+ universities** by launching a 4-phase campus GTM strategy and distributing 500 university-specific ID cards.

## COMPETITION PROJECTS

### certif.ai | Product Lead, 1st Place, UC Davis ProdCon

Feb. 2026

- Led a 4-person PM team through a **2-day end-to-end product sprint**, synthesizing **20+ interviews** to define the problem, prioritize personalized career pathways, and shape requirements for an AI post-graduation planner.
- Grounded recommendations in UC Davis OASIS and verified alumni data, balancing user needs with technical and institutional constraints; developed a campus GTM strategy and won **1st among 42 teams**.

### IntelliHaul | Product Strategy & Financial Modeling, KPMG Case Competition

Mar. 2026

- Translated interviews with **10 drivers** and **2 dispatchers** into an AI-assisted relay-logistics platform addressing driver capacity, route handoffs, and delivery delays; projected an **80% reduction in delivery time**.
- Built a **\$2.7M, 3-year business case** projecting **\$6.98M Year 3 revenue**, \$2M profit, and 97% investor ROI; placed **4th among 100+ participants**.

## EDUCATION

### University of California, Davis

Expected Graduation: Dec 2027

*Bachelor of Science in Managerial Economics; Minor in Technology Management*

*Davis, CA*

## SKILLS

**Product:** Product Discovery, User Interviews, Survey Design, Problem Definition, Roadmapping, Prioritization, PRDs/MRDs, Epics, User Stories, Requirements, Acceptance Criteria, Sprint Planning, Backlog Management, QA/UAT, Stakeholder Management

**Strategy & Analytics:** Competitive Analysis, Market Sizing, Pricing, Business Cases, Financial/ROI Modeling, Product Analytics, Event Instrumentation, KPI Definition, Adoption Analysis, Launch Planning, GTM Strategy

**AI & Data:** Claude Code/Skills, MCP Integrations, Glean Agents, Agent Workflow Prototyping, Prompt Design, LLM Workflows, API/RAG Concepts, Gainsight PX, Tableau

**Tools:** Jira, Confluence, Figma/Figma Make, GitHub, Maze, VS Code