Neel Naik

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SUMMARY

Technical product manager with 4+ years at Tesla across data science, ML engineering and product. Own scheduling for 500+ service centers, the Semi service roadmap and evals for 80+ AI apps. Shipped at-home test drives ($50M revenue), cut AI spend 17% and added $20M+ in annual service revenue. Seeking a senior PM role on AI and ML products.

SKILLS

Languages: Python, Go, SQL
ML and optimization: demand forecasting, clustering, classification, routing, integer programming, simulation
Libraries and tools: scikit-learn, pandas, OpenCV, GurobiPy, Airflow, Supabase, Cloudflare
AI: Claude Code, Cursor, LLM evals (LLM-as-judge, labeled benchmarks, scoring rubrics, transcript analysis)
Product: customer discovery, user research, specs, roadmaps, executive reviews

EXPERIENCE

Product Manager | Tesla (Service, Sales and Semi), Fremont, CA **Mar 2025 – Present**

- Built the Semi service and ownership vision from zero; adopted as the team's **3-year** roadmap.
  - Ran discovery at fleet sites in California and Texas before production data existed.
  - Framed the roadmap around fleet total cost of ownership.
- Led and launched at-home test drives: **11%** higher conversion, **1,300** extra sales, **$50M** revenue.
- Cut AI model spend **17%** during the pilot window; volume has grown **~10x** since the switch.
  - Surveyed **~100** PMs; found **3–5** apps drove most model spend.
  - Proved with evals that most flows didn't need frontier models; moved them to cheaper on-prem models.
- Grew the internal eval platform from **5** to **80+** apps by coaching each PM to define "good" for their product.
  - Taught a 3-part evals series; **50+** PMs now use Claude Code and Cursor.
  - Time to resolution down **8%**, satisfaction up **3%** in two months.
- Inherited the scheduling pilot when the staff PM left; launched it as the company standard: **120** to **500+** centers.
  - Kept a manual override on auto-dispatch to win service manager trust.
  - Technician productivity up **12%**; **~380K** dispatch hours saved a year.
- Built a staffing planner: planning time per center from **10** hours a week to **1.5**; **~220K** hours saved a year.
- Added **$20M+** in annual revenue by cutting tire and maintenance wait times from **6** days to **2**.

Machine Learning Engineer | Tesla (Service), Fremont, CA **Feb 2023 – Mar 2025**

- Built a demand forecasting model by area to staff mobile service: **15%** more appointments, same headcount.
- Rewrote routing in Go after Python failed at production volume: travel down **8%**, service **60%** faster.
- Built a simulation platform to test mobile service labor-sharing expansion before launch: **1** to **5** territories a month.
- Designed the technician matching algorithm for the scheduling pilot: utilization up **13%** across **45** centers.

Data Science Intern | Tesla (Manufacturing), Reno, NV **Jan 2022 – Aug 2022**

- Automated drive-unit part sorting with a logistic regression classifier: **2,500** review hours saved a year.
- Built dashboards to prioritize supplier-part defects: sort-audit time down **90%**.

Product Manager | GT Bits of Good, Atlanta, GA **Apr 2020 – Dec 2021**

Georgia Tech student org building free software for nonprofits.

- Owned General Solution, the org's largest project: volunteer, inventory and donation tools used by **18** nonprofits.
- Grew from co-lead to sole product owner; led **3** PMs, **3** EMs, **15** engineers and **5** designers.
- Wrote specs from interviews with nonprofit directors; the volunteer module continued as VMS after I left.

OTHER EXPERIENCE

Builder | Wedding Recap

- Built with Claude Code: face clustering on **~4,200** photos creates a private recap for each of **140** guests.
- Validated demand: **5** people willing to pay; now building self-serve setup and payments.

Research Assistant | Pascal Van Hentenryck Lab, Georgia Tech **Nov 2020 – Dec 2022**

- Designed vehicle routing algorithms, including column generation to deploy L4 autonomous trucks.

EDUCATION

Georgia Institute of Technology

- MS Operations Research
- BS Industrial Engineering (Operations Research and Data Science)