

Ameya Deshpande

408-568-2028 | ameyades94@gmail.com | SF Bay Area

WORK EXPERIENCE

Software Engineer, Growth (Contract)

March 2025 - Dec 2025

Julius AI

- Spearheaded **product-led growth** for an AI data analysis platform for 2 million users
 - Used **Posthog** to analyze users on a deep level, including what led to activation and retention
 - Ideated and ran **A/B** tests to iterate to find the “aha” moment for new users
 - Raised paid user subscriptions **by over 10%** with targeted growth experiments
 - **Activated 300,000+ users** successfully to the platform
 - Raised **MCP** adoption by **100%** with UI and accessibility improvements
- Identified ideal customer profiles on **Google Ads** and Meta ads and created unique product experiences for them
- Launched a business partnerships program and trained business consultants to sell Julius to enterprises
 - Signed multiple partners, which brought in accounts with **hundreds** of seats at large banks

Chief Product Officer (Full-Time)

Jun 2024 - Mar 2025

Advisor (Part-Time)

Sep 2023 - Jun 2024

Praxi

- Created and executed the **0-1 product** and **GTM roadmap** for Praxi, a technical accounting AI software
 - Specified, built and shipped the MVP version of Praxi along with technical team, using **GCP**, **Github/Github actions**, and **Chroma**
 - Assembled Praxi sales team and lead **customer success** for first enterprise customers

Software Engineer, Growth

Nov 2021 – Jun 2024

Trifacta, which was acquired by Alteryx

- Crafted the trial and activation experience for Trifacta cloud, minimizing time to value for customers
- Ran A/B tests and analyzed user behavior in **Amplitude** to iterate towards the a-ha moment
 - Drove a **~50%** increase in adoption of complex features
- Participated in **product planning** and **UI/UX design reviews** to plan and implement improvements for users
- Created documents and drove best practices in secure **secrets handling** and **data security**

Founder, CEO

Jul 2019 – Oct 2021

StepForward Inc

- Did **0-1** (ideated, built, and sold) a **HIPAA** compliant cloud application for clinical back offices
- Successfully sold and onboarded 3 separate medical clinics and securely handled thousands of patient records

Software Engineer 2

Feb 2018 – Jul 2019

Lam Research

- Developed embedded controls software for cutting-edge **semiconductor manufacturing tools**

Software Engineer 1

Sep 2016 – Dec 2017

Siemens Healthineers

- Architected and developed software used in **medical devices**, that will be in use for **20+ years**

EDUCATION

B.S. Computer Science, University of Southern California

May 2016