ROHIT KUMAR

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SUMMARY

Head of Product with 13+ years in supply chain, fulfillment, and marketplaces, including 8+ years at Amazon, the last 4 as Principal Product Manager. Launched Logistics by Addi to about 20% of marketplace gross merchandise value (GMV) in four months, and built the Amazon dropship routing model behind $100M+ in annual savings. 4+ years managing product managers, shipping 0 to 1, machine learning, and AI agent products with engineering, finance, and legal teams.

EXPERIENCE

Head of Product, Supply & Post Purchase

Addi • May 2026 to Present • Bellevue, WA (Remote)

Colombian buy now, pay later fintech, now a payments, commerce, logistics, and banking platform with 3M+ customers (Series D)

- Launched and scaled Logistics by Addi, a vertically integrated logistics business, growing merchants nearly 14x and monthly orders 5x within four months of its pilot and reaching about 20% of weekly marketplace GMV
- Lifted on-time delivery 18+ points in two weeks after volume grew about 4x, slowing merchant onboarding 50% to fix missed carrier pickups, package weight errors, and carrier gaps in 2 cities
- Launched Addi's in-app AI support agent, gating rollout on evaluations: held at 10% until 6 fixes lifted correct escalations from 65% to 90%, then shipped to all customers at 95% and cut outsourced support volume 60%
- Secured $2M+ in funding through June 2027 and held cost per shipment flat as volume tripled from August to September, running September 18% under budget
- Set the merchant fee and settlement models with Finance, and settled their principal-or-agent tax treatment under Colombian law with the general counsel and outside counsel
- Built the logistics operations team around AI-run checks, including a daily carrier label check that saves about 7 hours a week and daily fixes for 70+ package weight errors, and managed the customer support product manager

Principal Product Manager – Technical, Sourcing Strategy

Amazon • Sep 2024 to Apr 2026 • Bellevue, WA

- Developed automated sourcing and negotiation systems that model 60+ cost components, running at 10x prior throughput and lifting prediction accuracy by 8 to 23% across 3 global regions
- Built a generative AI negotiation agent on AWS (Lambda, DynamoDB, S3, Redshift), targeting a 71% volume uplift by removing buyer bandwidth as the constraint
- Mitigated $4B+ in tariff exposure with a config-driven rules engine for sourcing decisions across global markets
- Solved cold-start prediction of supplier service level agreements for a new distribution network in two weeks, replacing manual processes with cohort benchmarking for $1M+ in annual savings

Principal Product Manager – Technical, Dropship Fulfillment

Amazon • Apr 2022 to Sep 2024 • Bellevue, WA

- Owned the $1B+ three-year plan for dropship fulfillment and managed 3 product managers, with 20 engineers, data scientists, and program managers on a dotted line
- Led the business case, roadmap, and strategy for expanding into business-to-business (B2B) fulfillment, then launched scheduled delivery, palletized shipments, custom labeling, and shipment consolidation
- Extended the fulfillment platform to new business models, including made-to-specification products and prescription lenses in North America and Europe, coordinating engineering, design, and legal
- Designed a supplier inventory prediction system with incentive-based data sharing, defining API specs and Lambda automation workflows, which Amazon research scholars selected for an agentic prototype

Senior Product Manager, Dropship Fulfillment

Amazon • Mar 2020 to Mar 2022 • Seattle, WA

- Built the machine learning model that routed Amazon's dropship fulfillment channels, driving $100M+ in annual savings, and validated its routing logic through SQL analysis on Redshift
- Protected $500M+ in customer orders (10M+ units) in 2020 and 2021 by leading cross-team system changes that managed fulfillment network constraints during COVID-19
- Managed a senior product manager, with 20 engineers, data scientists, and program managers on a dotted line, and was promoted to Principal in two years after three consecutive top-tier ratings
- Set assortment and selection strategy for the $2B+ dropship channel

Senior Business Development Manager, Home and Furniture

Amazon • Apr 2019 to Feb 2020 • Munich, Germany

- Brought top US furniture vendor Zinus to Europe through Direct Import, with €5M+ in projected first-year revenue, and earned the Extra Mile award for the market research, risk analysis, and inventory planning
- Led European supply chain strategy for Home and Furniture and won approval for a €100M+ German inventory plan
- Onboarded 12 Tier 1 vendors to Direct Fulfillment in Germany end to end, with €10M+ in projected 2020 revenue

Senior Supply Chain Manager, Toys

Amazon • Oct 2017 to Mar 2019 • Munich, Germany

- Owned Q4 2018 forecasting for 10K+ products, driving €100M+ in domestic pre-orders across 70+ vendors
- Managed €10M+ in peak-season Direct Import orders (+16% year over year) as the category subject matter expert
- Reduced Tier 1 vendor lead time 22% and raised the purchase order confirmation rate 850 basis points, helping lower the Q4 out-of-stock rate 416 basis points (€40M+ in topline potential)
- Grew Advent calendar sales 37% year over year while cutting unhealthy inventory 43%

Area Sales Manager, B2B Projects

Berger Paints India • Apr 2014 to May 2016 • Hyderabad and Bangalore, India

- Grew revenue 63% year over year in 2016, leading a 12-person team across sales, contracts, and supply chain
- Introduced data-driven performance reviews that grew pipeline leads 4x, and was promoted two years early

Operations Manager, Continuous Annealing Plant

Tata Steel–Nippon Steel joint venture (JCAPCPL) • Jul 2012 to Mar 2014 • Jamshedpur, India

- Led a 68-person team that commissioned India's first automotive-grade steel plant (€300M+) on schedule and to budget, and was named Best Graduate Engineer in 2013

EDUCATION

MBA, Saïd Business School, University of Oxford • Distinction *2016 to 2017*

BEng (Hons), Materials Science & Engineering, University of Sheffield • Upper Second Class (2:1) *2008 to 2011*

SKILLS

Product: Product strategy, 0 to 1 products, marketplaces, logistics and fulfillment, post-purchase, pricing, unit economics
Data and AI: Machine learning products, generative AI agents, forecasting, experimentation, SQL, Databricks, Redshift, Grafana
AI workflow: Claude Code with VS Code, Granola, Wispr Flow, agentic workflows across them for dashboards and prototypes
Platforms: AWS (Lambda, DynamoDB, S3), NetSuite, Retool, Linear