

# SAM KULKA

## TECHNICAL PRODUCT MANAGER | AI / DATA / DEVELOPER TOOLS

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### SUMMARY AND PROFILE

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I build data and AI products from scratch, with enough of an engineering background to work closely with technical teams without slowing them down. Most recently at Charles Schwab I shipped a production data platform and led a migration that saved the company \$180M. Outside of that I've built a territory intelligence tool for medical device sales and co-founded a ticketing platform. I'm looking for a PM role where the product is technical and the work starts early.

### EDUCATION

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**B.B.A. Finance** | Texas State University *Fall 2023*

**A.S. Computer Science** | Austin Community College *Summer 2021*

### EXPERIENCE

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**Product Manager & Co-Founder | Force Majeure** *September 2023 - Present*

*Ticketing platform for independent promoters and venues.*

- Define and own the product roadmap for a multi-sided marketplace serving promoters, artists, and customers. Core workflows include event creation, inventory management, and financial settlement.
- Run regular feedback sessions with promoters and venue operators and use what I learn to drive backlog prioritization and product decisions.
- Partner directly with engineering on software checkout flows, ticket inventory systems, and the event CMS.

**Data Engineer | Charles Schwab** *January 2024 - May 2025*

- Led an acquisition and data warehouse migration initiative that saved Charles Schwab **\$180M** upon completion of the project.
- Took a vague regulatory requirement and turned it into a production data product used by non-technical teams to make high-stakes decisions. Acted as product owner and collaborated closely with developers and functional stakeholders throughout.

**Product & Data Contractor | Funnel Forge** *2025*

*Territory intelligence for medical device sales teams.*

- Contracted to define and build a territory intelligence engine that matches healthcare organizations to compatible manufacturers using regulatory data and product capability signals.
- Delivered a multi-stage pipeline pulling from CLIA registries, manufacturer catalogs, and enrichment layers to generate sales targets across 700+ ZIP code territories.

**Data Engineer & BSA (Intern) | Charles Schwab** *June 2022 - August 2023*

- Led an acquisition and data warehouse migration initiative that saved Charles Schwab **\$180M** upon completion of the project.
- Took a vague regulatory requirement and turned it into a production data product used by non-technical teams to make high-stakes decisions. Acted as product owner across eng and business stakeholders throughout.

### TECHNICAL SKILLS

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**Product:** Product Strategy · Roadmapping · MVP Definition · Agile/Scrum · UX & Workflow Design · Stakeholder Alignment

**AI & Data:** AI/ML Systems · RAG Architectures · Semantic Search · Data Modeling · Data Warehousing · BigQuery

**Technical:** SQL · Python · AWS · GCP · APIs · Distributed Systems · Kubernetes

### CERTIFICATIONS

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Google Cloud Platform Associate Engineer · Professional Scrum Developer™ I (PSD I)