

ALEX SCHARIFKER

SENIOR PRODUCT MANAGER | AI SYSTEMS, INTERNAL TOOLS, AND DATA PRODUCTS

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EXECUTIVE PROFILE

Product and systems leader with 8+ years turning ambiguous, expert-led business problems into adopted workflow products and measurable operating value. Builds operational data products, internal tools, and AI-assisted systems across manufacturing, logistics, finance, healthcare, supply chain, and customer operations. Owns discovery, KPI definition, domain modeling, roadmap, requirements, rollout, enablement, adoption, and iteration. Hands-on across LLM applications, governed data products, model routing, MCP-based connectivity, telemetry, APIs, SQL, and human-in-the-loop controls.

SELECTED IMPACT

- Converted fragmented operational processes into business-critical workflow products used by 13-15 operators and leaders, reducing month-end close time 40% and improving forecast accuracy 25%.
- Built MISH, an adopted margin-intelligence platform for a \$65M logistics company, analyzing 100+ daily transactions across 22+ accounts and four departments to drive pricing, vendor, and exception decisions.
- Built an expert-reviewed AI healthcare workflow with deterministic ingestion and physician approval gates, reducing inquiry response time from 48-72 hours to under four hours across 40+ weekly inquiries.
- Built BrainMate as SourceMate's proprietary AI infrastructure layer, validating 2,260 governed requests, 99% capture reliability, 3.78x context compression, and 62% lower model spend over 30 days.

PROFESSIONAL EXPERIENCE

MEGO AFKE USA | Senior Product Manager & Systems Architect

Aug 2023 - Present

Remote

- Own product strategy, roadmap, prioritization, requirements, governance, release sequencing, and success metrics for an internal operating platform spanning production, pricing, finance, sales, logistics, and executive reporting.
- Run discovery with 13-15 domain experts and leaders; translate ambiguous workflows, calculation logic, ownership rules, and exception states into shared data models, technical specifications, rollout plans, and measurable outcomes.
- Consolidated 5+ fragmented tools and integrated 8+ external data sources into a unified workflow platform, moving teams from spreadsheet-based weekly reporting to real-time operational intelligence.
- Designed governed margin and pricing intelligence with source-of-truth calculations across Sales, Operations, Finance, and Accounting; reduced month-end close time 40% and improved forecast accuracy 25%.
- Lead adoption and iteration through weekly user feedback, workflow observation, training, and prioritization of defects, enhancements, and new use cases against business impact.

SOURCEMATE CONSULTING | Co-Founder & Product Systems Lead

Jul 2024 - Present

Remote

- Serve as accountable product lead from executive discovery and value definition through solution architecture, delivery, workflow adoption, and continuous iteration for AI and operational-data products.
- Built MISH for a \$65M logistics company, modeling margin drivers, account ownership, exception states, notification routing, and scenario logic across 100+ daily transactions, 22+ accounts, and four departments.
- Embedded intelligence into daily decision workflows so named operators could evaluate customer price changes, vendor negotiations, volume shifts, and cost absorption using a shared financial model rather than retrospective reports.
- Built BrainMate as SourceMate's proprietary AI infrastructure layer for governed AI workflows, including OpenAI-compatible API proxying, multi-model routing, scoped memory, MCP connectivity, trace IDs, cost telemetry, audit logging, and human-review gates.
- Translated patterns from client implementations into reusable platform assets for memory, routing, resource management, output verification, and deterministic source-guard controls.
- Built an AI-assisted healthcare inquiry product with deterministic ingestion, traceable review states, and physician approval gates; reduced response time from 48-72 hours to under four hours across 40+ weekly inquiries.

GEMBAH | Regional Director, Americas

Mar 2021 - Aug 2023

Austin, TX | Promoted 4 times in 3 years: Associate CSM to Regional Director

- Led a cross-functional regional portfolio spanning customer strategy, product development, sourcing, manufacturing, quality, logistics, and commercial expansion; served as the accountable client leader across complex global programs.
- Led discovery, deployment, enablement, and adoption for 100+ users across supply chain, procurement, and operations while overseeing delivery of 125K+ units annually.
- Maintained 90%+ retention and 83% CSAT; expanded monthly revenue by \$65K by identifying and operationalizing additional workflows, departments, and use cases.
- Built an automated billing and invoicing workflow synchronized with Salesforce, improving MRR visibility and cash-flow predictability across operational and finance teams.

ACCENTURE | Accounting & Risk Analyst - Meta LATAM

Jun 2017 - Mar 2021

Austin, TX

- Built reporting and reconciliation workflows for Meta's LATAM advertising business, recovering \$100K in missed revenue and improving accuracy across billing, invoicing, and controls.
- Analyzed fraud and payment patterns on Meta's P2P payments platform; reduced false positives 20%, standardized investigation workflows, and was named a Top Performer.

APPLE (via Apex Systems) | Data Analyst - Apple Maps

Jun 2016 - May 2017

Austin, TX

- Analyzed and validated geospatial data and real-time updates across international markets, balancing data quality, operational accuracy, and time-sensitive delivery.

CAPABILITIES

AI Product Leadership: LLM applications, agentic workflows, human-in-the-loop design, AI governance, model routing, MCP, adoption telemetry, evaluation signals, cost and quality controls

Product & Delivery: 0-to-1 discovery, KPI definition, roadmaps, prioritization, backlogs, PRDs, acceptance criteria, Agile delivery, launch, enablement, adoption, lifecycle iteration

Data & Technical Systems: Operational data modeling, SQL, REST APIs, Supabase, integrations, systems of record, BI and analytics, workflow automation, telemetry, audit logging

Leadership: Executive and domain-expert discovery, cross-functional coordination, stakeholder alignment, scope trade-offs, global teams, English/Spanish/Portuguese

EDUCATION

Executive MBA, Quantic School of Business & Technology | Expected 2026

Product Management Certificate, The University of Texas at Austin | 2023

B.A., Economics, University of Colorado | 2016