ALONSO VARGAS

Senior Vice President of Product | AI Platforms & Enterprise SaaS

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PROFESSIONAL SUMMARY

AI-native product leader with 20+ years building and scaling enterprise-grade platforms across retail, QSR, hospitality, and regulated environments. Deep experience leading AI/ML infrastructure as product, including predictive ML systems, event-driven platforms, and agentic AI applied to real-world operations. Proven operator in matrixed organizations, uniting engineering, data science, and business stakeholders around scalable, measurable outcomes.

CORE COMPETENCIES

Product Management, Product Strategy, AI Product Management, Machine Learning Platforms, Predictive Analytics, Event-Driven Architecture, APIs, Enterprise SaaS, Data Platforms, AWS, Stakeholder Management, Roadmapping, OKRs, KPIs, GTM Strategy, Go-to-Market, Enterprise Software, Product Lifecycle Management, Customer Discovery, Revenue Growth, Pricing Strategy, Monetization, Cross-Functional Leadership, Agile, Scrum

KEY SKILLS

AI & Technology
Agentic AI Systems, ML Product Innovation, Predictive Analytics, Data Platform Design, APIs & Event-Driven Architecture, RAG Architectures, LangChain, Streamlit, AWS, Model Governance

Product & Strategy
Product Ops & Strategy, Zero-to-One Execution, Cross-Functional Leadership, M&A Integration, Organizational Growth, Roadmap Governance, Platform Scalability

Leadership & Culture
Neurodiversity & Inclusive Leadership, Change Management, Story-Driven Communication, High-Trust Remote Teams, Stakeholder Alignment

PROFESSIONAL EXPERIENCE

SVP Product

Radius Networks | Flybuy | January 2023 - Present | Austin, TX

- Own product strategy and delivery for an enterprise SaaS AI/ML platform supporting predictive ETAs, real-time inference, and event-driven automation across QSR, grocery, and retail brands.
- Led development of an internal ML-based ETA platform, improving forecast accuracy by 50-70% across large, distributed physical environments.
- Defined and launched Flybuy's Events Engine, a scalable platform enabling real-time data ingestion and activation across marketing and analytics ecosystems (Salesforce, Braze, Airship).
- Partnered closely with ML engineers and platform engineering to operationalize model training, deployment, and iteration in production.
- Drove adoption of agentic AI capabilities for contextual decision support, dynamic zoning, and predictive operations.
- Established platform success metrics, OKRs, KPIs, and monetization-aligned roadmaps across a matrixed organization spanning product, engineering, data, and GTM strategy.
- Represented product leadership in cross-functional planning, architectural tradeoffs, and platform scalability decisions.

Fractional CTO & AI Consultant

CommonLight (Health Access & Social Services) | November 2025 - Present

- Fractional CTO for a regulated health access platform, leading AI strategy, data architecture, and platform design.
- Built and advised on AI-enabled discovery, verification, and navigation systems across fragmented healthcare and social services ecosystems.
- Drove product-technology alignment, model governance considerations, and execution strategy in a complex, regulated domain.

Strategic Advisor

You:Flourish | October 2022 - January 2025

- Advised product and technology strategy for a mission-driven wellness platform connecting the LGBTQ+ community with curated, affirming resources.
- Advised leadership on roadmap prioritization, product-market fit, pricing strategy, and engagement strategy.
- Helped establish foundational systems for growth, including user feedback loops and operational metrics.

CEO / Co-Founder

Runtriz (Acquired by Flybuy) | July 2006 - December 2023

- Founded and scaled a leading mobile hospitality tech company serving top global hotels and casinos.
- Delivered $100M+ in annual client revenue and served over 30M users annually.
- Built internal systems for product lifecycle management, customer support, and performance analytics.
- Transitioned from CTO to CEO to lead market expansion, fundraising, customer discovery, and product-market evolution driving sustained revenue growth.
- Managed successful post-acquisition integration into Flybuy's AI and location ecosystem.

EDUCATION & CERTIFICATIONS

AI & Machine Learning

IBM RAG and Agentic AI | IBM RAG for Generative AI Apps | Machine Learning (Stanford/DeepLearning.AI)

Product Leadership

Creating a Product-Centric Organization | Building a Product Strategy

Cloud & Data

AWS Certified Solutions Architect | Google Data Analytics | CP100A: GCP Fundamentals

Blockchain & Emerging Tech

Certified Smart Contract Developer | Blockchain Degree

THOUGHT LEADERSHIP & PUBLICATIONS

- Flybuy - "ETAi: Transforming Predictive Operations with AI-Enhanced ETAs"
- Forbes Technology Council - "Harnessing Technology In A Phygital World"
- Forbes Technology Council - "Future-Proofing Restaurants: Tech Strategies That Will Shape Dining In 2025 And Beyond"
- Flybuy - "Unlocking the Future of Customer Service"

LANGUAGES

English (Native) | Spanish (Native)