

Neal Desai

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EDUCATION

UNIVERSITY OF WISCONSIN – MADISON
M.S. in Computer Science (Machine Learning Track)

Madison, WI
Sep 2020 - May 2022

CALIFORNIA INSTITUTE OF TECHNOLOGY
B.S. in Applied Mathematics, Biological Engineering

Pasadena, CA
Sep 2010 - Jun 2014

PROFESSIONAL EXPERIENCE

SCALE AI

New York, NY (2024-present)

Staff Strategic Product Manager

Nov 2024 – present

- Primary owner of \$40M+ in H1 2026 revenue across greenfield and frontier AI lab accounts, spanning OTS dataset sales, custom data engagements, and net-new scoping; originated and closed several new logos, building senior customer and researcher relationships and negotiating commercial deals end to end.
- Product managed the creation of the company's evaluation infrastructure layer, powering private evals of Scale-owned benchmarks alongside analysis needed for customer-facing engagements.
- Led end-to-end delivery of a flagship human evaluation program for a major AI lab's frontier model, designing 10+ personas and 17+ synthetic environments on a 1 week turnaround; adopted as a company-wide model and product improvement benchmark.
- Ran pass@K and headroom analyses to evaluate model capability gaps and package tailored data products that surfaced the highest-signal training data for each customer's specific research objectives.

OFFTAKE INC (Pre-seed stage sports media platform)

Los Angeles, CA (2024)

Co-founder, Chief Technology Officer

Jan 2024 – Feb 2025

- Co-founded AI-powered sports content platform, securing \$250K in angel investment at a \$2.5M valuation by leading product strategy, technical architecture, and investor relations
- Directed cross-functional engineering team of 4 across AI/ML, frontend/backend, and design, establishing development processes, feature prioritization frameworks, and technology adoption decisions

BEYOND LIMITS (Industrial AI startup)

Glendale, CA (2021-2024)

Machine Learning Engineer, Office of CTO

Jun 2021 - Jun 2024

- Reported directly to CTO, building production ML models and pilots for enterprise customers across energy, financial services, and healthcare verticals
- Partnered with enterprise customers and internal stakeholders to build data and model training pipelines, providing model roadmaps for model lifecycle management
- Led initiative to standardize company-wide workflows for model development, experiment tracking, deployment/inference, and monitoring, establishing engineering best practices adopted across project teams
- Deployed LLM-based risk and safety chatbot for a chemical manufacturing enterprise using few-shot prompting and supervised fine-tuning, reducing information retrieval time by 30%

Solutions Engineering Manager

Mar 2017 - Sep 2020

- Owned \$10M+ in annual recurring revenue through hybrid pre-sales and post-sales activities, including new module pitches, expansion strategies, and renewal management across multiple health system accounts
- Developed over 20 new features for population health management and predictive analytics, deploying models for hospital readmission risk and sepsis.
- Managed customer engagements of 20+ solutions engineers across application teams while directly supervising 5 direct reports, overseeing implementations, software upgrades, and module add-ons for enterprise healthcare systems
- Designed and led staffing program, matching 25+ engagement leads to customer accounts based on leadership style, personality fit, and long-term relationship dynamics, developing capacity planning frameworks and customer health scoring systems to support placement decisions and transitions

Technical Solutions Engineer

Dec 2014 - Mar 2017

- Partnered with customer executives and operations leadership to define project priorities, manage escalations, and align implementation roadmaps with organizational goals, enhancing service delivery for over 2 million patients
- Delivered enterprise software implementations and workflow optimizations across multiple health systems, reducing physician documentation time by 20%+ for over 100 physicians experiencing EHR burnout
- Coordinated cross-functional teams spanning clinical, technical, and operational stakeholders to execute quarterly software upgrades and new product rollouts on time and within scope

ADDITIONAL

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- Personal projects: Created an AI-driven recruiting application (mavric.io) for matching candidates to jobs
 - Polygence tutor / mentor to gifted high school students to complete research and personal enrichment projects