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SUMMARY

Product leader with 15+ years driving AI/ML, cloud, and data product innovation across startups and enterprises. Combines hands-on technical expertise with strategic product leadership to deliver measurable business impact. Proven success leading AI/ML and GenAI platform strategy, cloud-native LLM applications, and GTM execution that generated \$200M+ in revenue.

FOCUS: AI/ML Platforms • Cloud Infrastructure • Product Management & Strategy • GenAI • LLM

EXPERIENCE

Principal Consultant, AI & Product Strategy • DataBloom.net • May 2023 – Present

- Established DataBloom.net in 2013 to deliver product strategy consulting. Reactivates during career transitions, focused on AI and Cloud services since 2023.
- Services include definition, design, and deployment of GenAI applications and advising companies on AI requirements, adoption, modeling, and strategy.
- Built GenAI risk assessment tools that reduced application and model security validation time by 85%, using LangChain, RAG, Bedrock, and Boto3. The tool analyzed guardrails, model cards, system prompts, data leakage risks, and user consent/anonymity.
- Developed document summarization and Q&A app improving efficiency by over 70%.
- Delivered executive briefings, hands-on demonstrations, and ad-hoc training accelerating enterprise AI readiness by 30%.
- Built applications with Agentic AI patterns and LangChain to enable AI applications to perform, improve, and iterate within their production environments.
- Clients include solidcore.ai, 4L, Wagan, Rendewoo, Intellinfo, and others (confidential)

Director, Product Management, AI & Automation • Juniper Networks • Jun 2018 – Apr 2023

- Spearheaded Juniper's transition to AI-driven data center, leading the AI/ML and automation integration. Partnered cross-functionally with engineering, sales, alliances, and marketing to drive adoption and customer value. Grew Juniper DC revenue from \$677M in 2020 to \$879M in 2022 (14% CAGR).
- Led key DC integrations, including Mist's AIOps Automation, Apstra's intent-based networking, Juniper (AI) Support Insights, VMware, and AI-enabled security monitoring.
- Refactored 8 years / 2TB of raw sales and renewal data, paired with external sources (NIST, OECD, IMF, D&B), and identified correlations and insights within verticals, geographies, and channels. Mapped insights to new account strategies and worked with account teams to increase revenue 20%+ y/y in designated accounts and product lines.
- Built company-wide new account mapping strategy and taxonomy for tracking and forecasting customers by segments, mapped to global standards (NAICS), based on discussions and feedback with dozens of account teams and sales leaders. Dramatically increased company's ability to target growth areas especially into Gov, Ed, and Broadcast.
- Championed DevOps and NetOps experience at Juniper, including SDK modernization, Terraform provider enhancements, and API-first design principles.

Director, Product Management, Software Networking • Brocade • Feb 2015 – Jul 2017

- Defined AI-enhanced networking strategy, including SD-WAN and virtualized infrastructure products vCPE and vADC. Assets and team continue with AT&T and Pulse Secure.
- Reduced vendor costs by \$1.7M through contract optimization and roadmap reprioritization.
- Created and integrated software lifecycles, agile process, and experimentation to Brocade's hardware-focused process, speeding delivery by 50% and reducing costs 20%.

Head of Product • Datometry • Apr 2014 – Nov 2014

- Defined GTM strategy and roadmap for cloud-native data virtualization solution.
- Developed messaging and sales enablement materials for first two customers.

Director, Product Management & Strategy • Seagate Technology • Apr 2013 – Oct 2013

- Developed new business models for cloud storage to help Seagate grow new revenue sources. Refined and perfected models based on feedback from Google, Rackspace, Dell.
- Developed predictive analytics strategy for storage lifecycle and efficiency optimization.

Director, Product Management, Junos SDK • Juniper Networks • Feb 2006 – Dec 2012

- Planned, built, and scaled the industry's first network OS developer platform and ecosystem. Junos SDK enabled new partnerships, accelerated sales cycles, and net new business totaling over \$200M in incremental revenue plus \$100M+ in pull-through.
- Managed telemetry and analytics partner strategy, whitebox/blackbox OEMs
- Planned, launched, and ran Junos developer program as well as multiple strategic alliances

Director, Product Management, Micromuse (acquired by IBM) • May 2000 – Dec 2005

- Led product, engineering, and marketing for Cisco Info Center, the Cisco OEM of Netcool
- Grew Cisco-sourced revenue by 20% year-on-year to nearly 30% of global revenue.

Consultant, Andersen Consulting (Accenture) • May 1996 – Dec 1999

- Planned and maintained network and app telemetry for AT&T, Sprint, and other telcos.

EDUCATION

- MBA, Strategy & Leadership • Pepperdine University, Graziadio School of Business • 2014
- B.A. Computer Science & Political Science • Macalester College • 1996
- Graduate coursework in AI/ML, Game Theory, Logic, Pricing (Stanford/Berkeley)

CERTIFICATIONS

AWS: Certified Solutions Architect - Associate, Certified AI Practitioner, and (upcoming) AI/ML

AI/ML: Stanford AI CS221, IBM Gen AI Eng, IBM LLMs, Deep Learning, TensorFlow

Others: CISSP (ISC2), Scrum Master, Scrum Product Owner, Prompt Eng, NVIDIA CUDA

TECHNOLOGIES

AI/ML: GenAI, Agentic Workflows, Context Engineering, Tuning, RAG, LangChain

Dev: Python, Pandas, Numpy, Jupyter, SQL, NoSQL, SDK, API

Cloud: Serverless, Microservices, Kubernetes, Lambda, REST, Bedrock

Ops: Data & ML Pipelines, NetOps, DevOps, Automation, Model Security