

# Tiger Huang

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AI Forward Deployed Engineering (FDE), AI Product, and Digital Transformation leader. Hands-on-keyboard AI leader with a passion for solving challenging and unique AI problem statements. Extensive experience in changing Fortune 500 companies' profitability and growth trajectories using AI, technology, and tech-enabled initiatives.

## Key Results

- Built a team of Forward Deployed AI Product Managers (AI Solution Managers) to solve \$100M+ AI problem statements with teams of engineers and data scientists, drive 70 net promoter score, and convert customers to multi-year production contracts.
  - Led transformation teams across North America, Asia, and Europe that drove a 10,000+ strong global technology organization to execute hundreds of initiatives totaling \$650M EBIT in value.
  - Built a secure, HIPAA compliant referral management and analytics tool for health systems and providers. The tool served one million patients leading to better transition of care and patient outcomes.
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## C3.ai, Inc. (Ticker: AI), Redwood City, CA (2023 – 2025)

### Senior Director, AI Solution, AI Forward Deployed Engineering (FDE)

Domain leader for C3's 0 to 1 AI Products, working on the customers' most challenging custom AI problem statements. Directly led a team of 16 AI Solution Managers in RWC HQ and scaled the global team to 80+. Each AI Solution Manager led teams of Data Scientists and FDEs to build highly custom 0 to 1 AI products for customers in manufacturing, renewable energy, retail, and healthcare. Collaborated closely with Sales, Customer Success, Applications, and Platform in the customer lifecycle.

- Led the team to build a new AI-native field maintenance mobile app that puts a team of AI Agents in the hands of field workers. Voice-based AI Agents allow field workers to maintain full protective gear while engaging with a full feature predictive maintenance system.
- Led the team to improve a large EV manufacturer's battery manufacturing. Trained ML models on 2B+ rows of data and identified valuable physics insights that increased yield, for which every 0.5% is worth \$100M+.
- Led the team to build the AI product that increases the useful life of Bloom Energy's Hydrogen Fuel Cells, which is a physicochemical process and a complex system of inter-related variables. Trained physics-informed models and configured the Optimizer to increase life, power, and efficiency.
- Managed teams that built AI products including Agentic AI for Quoting, Agentic AI for Airport Ramps, Agentic AI for Redaction, Pricing Optimization, and Schedule Optimization.

### Angel investor and advisor to tech company CEOs (2022 – present)

- Advised a Chinese 3D printing unicorn, Farsoon (Ticker: 688433.SH), on strategic topics including governance process, organizational design, growth strategy, and M&A strategy.
- Invested in and advised an aerospace focused SPAC on topics including raising \$7M of at-risk capital, target scanning, acquisition strategy, and investor roadshow.
- Invested in Lilo Shop (GSB alum), Beaming Health (GSB alum), and Fortuna Health (a16z-led seed round).

### McKinsey & Company, New York, NY (2016 – 2021)

RTS Senior Vice President / Associate Partner

Leader in a dozen comprehensive, multi-year tech-enabled transformation programs in multiple industries and geographies. Partnered with C-level executives, especially CIOs and CTOs, from Fortune 500 companies to achieve ambitious growth and efficiency targets ranging from \$80M EBIT to \$650M EBIT. Select experiences below:

- Led three McKinsey teams spread across North America, Asia, and Europe that drove a 10,000+ strong global technology organization to create hundreds of initiatives adding up to \$650M EBIT.
- Led a company-wide effort to build a multi-year, billion-dollar technology roadmap that supports \$1B+ EBIT of growth and efficiency initiatives for a global P&C insurer.
- Led a \$180M EBIT COVID-driven global supply chain & production response involving 100+ sites for a global industrial company. In addition, rapidly adapted the effort from focusing on cost to efficient growth, as COVID shocks turned into a demand boom.
- Led an \$80M EBIT growth and efficiency effort for an iconic media company. Initiatives included optimizing digital marketing and big data analytics on sales and distribution.

### **MedText, New York, NY (2013 – 2016)**

#### **Product & Ops Lead & Co-founder**

Built innovative technology products within the New York technology startup ecosystem. Hired and managed a team of software engineers. Managed all aspects of the business from sales to product development.

- Built a secure, HIPAA compliant referral management and analytics tool for health systems and providers. The tool served nearly one million patients leading to better transition of care and patient outcomes.
- Negotiated and launched paid pilots with two health systems that achieved excellent results – 80%+ increase in successful transition of care and potential doubling patient volume for specialist practices.

### **McKinsey & Company, New York, NY (2009 – 2013)**

#### **Engagement Manager**

Advised leading financial services and pharmaceutical companies. One of three Business Analysts in New York to receive an offer for a direct promotion to Associate, a post-MBA role.

- Built a Monte-Carlo simulation that combines pharmaceutical clinical development, corporate finance, and mathematics to predict the probability of success, NPV, and potential clinical costs for a billion-dollar R&D pipeline. The simulation informed a series of industry shaping spin-offs and reorganizations.
- Built a simulation that informs the impact to revenue, market share, and NPV for different personalized medicine research in Multiple Sclerosis. The client's personalized medicine research based on decisions using the simulation continues today.
- Led the effort to build the inorganic growth strategy for a large pharmaceutical company. The strategy informed \$1B of capital deployment in the following years.

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### **Education**

- B.S. in Applied Mathematics and B.B.A. in Finance from The University of Texas at Austin

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### **Additional Skills & Hobbies**

- Fluent in Mandarin Chinese. Conversational in Japanese
- Proficient in Python, Jupyter Notebook, Google Colab, Corporate Finance, and Digital Transformations
- Scuba diving, violin, cooking, painting, and traveling