

NAUMAN HADI

Technical Program & Product Leader | Enterprise AI & Infrastructure

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PROFESSIONAL SUMMARY

Technical Product & Program Leader with 15+ years of experience building enterprise AI products, cloud platforms, and large-scale infrastructure solutions. Currently leading product strategy, technical sales, customer delivery, and production deployments at a Series B AI startup, taking enterprise AI solutions from customer requirements to production rollout. Previously led AT&T's ~\$14B, 28,000-site network modernization program and the world's first cloud-native Open RAN deployment across 7,300+ sites.

CORE COMPETENCIES

AI/ML & Platform Ops: Microsoft Azure, LLM, RAG, LangChain, LangGraph, MCP, Hugging Face, LoRA/QLoRA, Prompt Engineering, Knowledge Graphs, SQL, Machine Learning, Deep Neural Networks, Gen AI, Agentic AI, Vector Databases

Infrastructure Program Delivery: Multi-Site Buildout, Power & Backup Power Systems, Fiber/Transport Connectivity, Site Acquisition, Permitting, Construction & Commissioning, Vendor/OEM Management

Program & Executive Governance: Deployment Forecasting, Readiness Reviews, Risk & Blocker Management, Executive Dashboards, Cross-Functional Governance, SOWs & Commercial Agreements

Strategy: Product-Market Fit, GTM, Customer Discovery, Road mapping, Stakeholder Alignment, ROI/NPV/IRR

WORK EXPERIENCE

Director, Product & Solutions — Enterprise AI

09/2025 – Present

AiRa Technologies Inc. | Saratoga, CA | Series-B startup building agentic AI-driven network automation platforms

- Owned the full customer lifecycle across Product, Engineering, Customer Delivery, and Technical Sales — gathering feature requirements directly from customers, prioritizing delivery with engineering, and driving engagements from Product Innovation Zone through Production.
- Envisioned and executed Naavik, a single chat-based interface built on Microsoft Azure unifying on-demand telemetry, root cause analysis, AI-driven recommendations, and application creation — driving a ~35% improvement in engineering productivity at 90% accuracy and cutting application development cycles from 3–4 months to days.
- Led compute capacity dimensioning for commercial engagements, sizing infrastructure requirements based on user load and Naavik instance scaling — directly informing customer deployment architecture and infrastructure planning.
- Led strategic enterprise engagements with AT&T and Axiata from discovery through production rollout, translating business requirements into technical roadmaps, SOWs, and commercial agreements that closed ~\$13M in combined enterprise purchase orders (~\$8M and ~\$5M).

Technical Product & Program Management

09/2023 – 09/2025

AT&T | Dallas, TX

- Directed cross-functional program execution across AT&T markets, OEM partners, PMO, and turf vendors for AT&T's largest network modernization program — a ~\$14B initiative spanning 28,000+ sites across Macro, Small Cell, and DAS technologies.
- Coordinated end-to-end infrastructure delivery across equipment procurement, site readiness, permitting, utility/power upgrades, construction, cutover, and post-deployment performance monitoring, scaling execution to a sustained run rate of 1,200 sites/month.
- Built an in-house reporting toolset, from 0 to 1 using Python scripts and Power BI — streamlining program visibility and coordination across vendors, executive leadership, and Allagi control centers for a 28,000-site portfolio.
- Improved modernization planning, deployment forecasting, and equipment readiness processes through structured governance and cross-team coordination, enabling predictable execution at national scale.

Technical Program Management

11/2019 – 09/2023

Echostar | Dallas, TX

- Led deployment of the world's first cloud-native Open RAN network across 7,300+ production sites serving 80M points of presence — one of the largest cloud-native infrastructure deployments delivered.
- Directed cross-functional program execution across engineering, field operations, PMO, construction, transport, fiber, commercial power, and backup power systems, resolving program risks and accelerating deployment milestones.
- Oversaw infrastructure commissioning and operational handoff by coordinating commercial power, backup power systems, fiber transport, site acquisition, permitting, construction, and deployment validation across nationwide Open RAN deployments.
- Established executive governance through deployment dashboards, milestone reviews, and operational readiness reviews, improving execution predictability across nationwide infrastructure programs.

EDUCATION

Post Graduate Program, Artificial Intelligence and Machine Learning — UT Austin — McCombs School of Business | Austin, TX

Master of Business Administration — University of Illinois at Urbana-Champaign | Urbana-Champaign, IL

Master of Science, Computer Engineering — Wayne State University | Detroit, MI

Bachelor of Science, Computer Engineering — National University of Sciences & Technology (NUST) | Rawalpindi, Pakistan

CERTIFICATIONS

AWS Certified Solutions Architect – Associate (AWS-ASA-14571)