

Alina Xuan Wang

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EXPERIENCE

AI Solutions Architect, AirOps

Mar 2026 to Present

Series-B AI content and workflow platform. Sole technical advisor to a portfolio of enterprise accounts.

- Own a **\$762K portfolio of 7 enterprise accounts** (Asana, Grammarly, Webflow, Capital One, Vapi) as sole technical advisor from discovery through deployment and expansion, sustaining **zero churn** while closing **\$120K in upsell** and winning **2 competitive rip-and-replace displacements**
- Designed **LLM-as-judge evaluations** to settle an output-quality dispute with a churning account, scoring 10+ paired samples of platform output against direct Claude output across answer-engine optimization, SEO practice, and brand-tone adherence; **the evidence retained the account**
- Shipped a **Claude-based QA agent** that scores draft content against evaluation criteria derived from live client feedback, catching feedback drift before delivery; **adopted by the full 20+ person Solutions team**
- Architected multi-market LLM content pipelines for Asana, **scaling coverage from 4 to 13 languages**, and ran architecture audits that **cut LLM calls by ~43% and token spend by ~50%** through model-selection and prompt-architecture trade-offs, published as a customer case study
- Presented platform architecture and account audits directly to the **CMOs of Webflow and Asana**: the Webflow walkthrough stabilized an at-risk account and drove a **~50% increase in use cases and token consumption**, and the Asana audit won CMO sponsorship after the incumbent champion departed

Technical Consultant, Ernst & Young

Oct 2023 to Mar 2026

AI product, adoption, and enterprise implementations across Fortune 100 client and internal engagements in 50+ countries.

Microsoft, Finance Engineering

Jul 2025 to Mar 2026

- Built an engineering-intelligence platform ingesting Azure DevOps and GitHub data to surface real-time development velocity and bottleneck insights, **scaling from pilot to 200+ users** across the entire engineering organization
- Authored the PRD for an end-to-end SDLC AI agent that drove **30% faster backlog creation** across 12 engineering teams
- Ran an AI-maturity assessment across finance organizations and built ROI models for AI tool investments, informing a **\$25M budget allocation**

Change Impact AI Agent

Nov 2024 to Mar 2025

- Secured **\$500K investment from national leadership** by pitching an AI change-impact agent forecasting 50% consultant time savings and new GTM revenue streams
- Defined product vision, prioritized MVP features, and authored the PRD through cross-functional workshops with UX and engineering
- Analyzed **5K+ historical change-impact artifacts** and ran 12 user interviews, driving build to UAT with 40 pilot users and converting feedback into three production enhancements

EY.ai Global Adoption Dashboard & AI Agent

Mar 2025 to Jun 2025

- Launched an AI-adoption dashboard visualizing activities, timelines, and owners across **50+ countries** (3.1K views, 4.8/5 usefulness), **eliminating 85% of manual reporting** via Power Automate
- Built a SharePoint knowledge hub and developed an AI knowledge agent over project artifacts
- Facilitated quarterly forums for 40 regional AI leads and mined portal analytics to surface high-ROI practices, shaping a **\$2M FY25 investment decision**

SAP Fiori & Copilot Implementation for a Fortune 100 utility client

Oct 2023 to Nov 2024

- Packaged 30+ micro-guides and training that **cut ramp-up time by 50% for 2,000+ users**; trained 40+ super-users ahead of UAT with a 4.75/5 satisfaction score (CIO: 5/5)
- Led a team of 8 to scale the service-line AI webcast by 40% to 300+ active attendees and doubled newsletter open rate to 44%
- Architected the first-of-its-kind gamified Copilot-adoption program for **10K consultants across 50+ countries**

PROJECT

Cofounder & Product Lead, OrgVista

May 2025 to Nov 2025

AI proposal and RFP-review tool for consulting.

- Built and shipped an AI RFP-review tool that **grew to 80+ users and 9 design partners** through inbound and LinkedIn outbound; ran 30+ user interviews to validate pain points and define the roadmap
- Led the MVP on a RAG pipeline over OpenAI's vector store, delivering **0.87 Precision@5** retrieval over 10K+ emails

SKILLS

AI & Evaluation: LLM-as-judge evals · Prompt engineering · RAG · Model selection & trade-offs · MCP · Agent design · Python · SQL

Product & Delivery: PRD · Product discovery · Roadmapping · Discovery-to-deployment · Enterprise stakeholder management · OKRs

Tools: Azure DevOps · GitHub · Power BI · Cursor · Figma · Supabase · TypeScript

EDUCATION

University of Washington

Dual Degrees in Data Science & Psychology

GPA 3.9 / 4.0

Interests: Triathlon (Ironman finisher, USAT Nationals qualifier) · certified ski instructor (PSIA) · meditation