

RESUME

Thomas Patella

Product Manager — AI-Driven Pricing, Revenue Management & Transportation Technology

Houston, TX | tompatella@gmail.com

Product manager with 13+ years building enterprise pricing, revenue management and optimization software, with deep focus on transportation and logistics. Currently own AI-driven pricing optimization for LTL freight. Extensive hands-on experience with pricing engines and decision-support platforms, partnering with data science teams to take machine learning models from definition through production integration. B.S. in Computer Science and Mathematics.

EXPERIENCE

Lead Product Manager · XPO Jan 2026 – Present

- Own the product vision and roadmap for AI-driven pricing optimization tools, aligning across pricing, sales and operations.
- Partner with data science teams to define, deploy and improve machine learning models for dynamic pricing, rate recommendation, demand forecasting and margin optimization.
- Work with engineering to integrate predictive models into production systems supporting real-time decision support at scale.
- Write business cases and ROI analyses, and prioritize releases across multiple pricing and sales applications.

Senior Product Manager · Allied Outdoor Solutions Jul 2024 – Jan 2026

- Owned the company technology roadmap, setting strategic direction and prioritizing initiatives across customer experience and business operations.
- Partnered with engineering, operations and business stakeholders to scope, sequence and deliver solutions on schedule.
- Translated operational pain points into product requirements and built the case for investment with executive leadership.

Product Manager, Transportation & Logistics · PROS Feb 2022 – Jun 2024

- Owned guided-selling workflows and APIs integrating real-time logistics systems with AI-driven pricing and optimization models.
- Partnered with data scientists, UX designers and engineers to define model requirements, evaluate outputs and integrate predictive pricing into production systems.

Product Manager, B2B Platform · PROS May 2018 – Feb 2022

- Led development and rollout of platform-wide user management and single sign-on, reaching 90% adoption across applications and services on the platform.

Career Sabbatical — International Travel

May 2016 – May 2018

- Extended personal sabbatical; returned to PROS in a broader platform ownership role.

Product Manager, Revenue Management Solutions · PROS

Mar 2012 – May 2016

- Defined and delivered enhancements to enterprise revenue management and pricing products; ran user research and prototyping with UX and partnered with engineering on release delivery.

Business Analyst · Aon

Nov 2009 – Mar 2012

- Performed pension benefit calculations and eligibility analysis; automated recurring Excel processes using VBA and trained offshore analyst teams.

EDUCATION

B.S., Computer Science and Mathematics

LeTourneau University, Longview, TX · 2009

SKILLS

Pricing & optimization

Revenue management systems, dynamic pricing, guided selling, decision-support platforms

AI / ML

Model evaluation, supervised learning concepts, production model integration, cloud-based AI services

Technical

Python, Excel/VBA, Power BI, Sigma, API integration

Product

Roadmap ownership, Agile, user stories, business cases and ROI analysis, cross-functional leadership

Languages

English (native); Spanish (advanced conversational and written)
