

# NABIH SABEH

## Principal Product Manager – AI & Data Platforms

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### Summary

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AI and Product leader with 15+ years delivering enterprise platforms across data center infrastructure and interconnection ecosystems. Led production-grade AI agents and LLM retrieval-based systems used by thousands of enterprise users. Combines AI-enabled data platform expertise with deep experience in data center, networking and interconnection ecosystems.

### Experience

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#### Digital Realty

##### Principal Product Manager – AI & Data Platforms

2023 - Present

- Led development and production launch of enterprise AI agents at Digital Realty built on LLM and RAG architectures embedded within connectivity and operational workflows, supporting 4,000+ users and reducing internal response and proposal cycle time by 50%.
- Translated complex infrastructure and business needs into actionable product requirements and sprint deliverables within an Agile delivery model, improving delivery predictability and reducing mid-cycle scope churn by 30%.
- Defined architecture patterns for Azure AI Search-based retrieval systems, including hybrid (vector + keyword) search and grounding strategies, improving response accuracy and reducing production AI output errors by 35%.
- Assessed data models, schema design, and ETL pipelines supporting AI indexing and reporting workflows, identifying performance and integrity risks early and reducing downstream reporting defects by 40%.
- Worked closely with business leaders, infrastructure teams, and governance groups to focus AI initiatives on high-impact operational use cases, accelerating enterprise AI adoption by 40%.
- Applied domain expertise in interconnection and hyperscaler ecosystems to guide data migration sequencing and indexing strategies, maintaining 99% continuity of critical reporting and AI-driven insights during platform transition.

#### Digital Realty

##### Senior Product Manager – Interconnection - ServiceFabric (GTM)

2021 - 2023

- Increased sales efficiency by 20% by leading the go-to-market strategy for ServiceFabric interconnection at Digital Realty.
- Collaborated with sales, Solution engineers, Solution Architects, and operations to enhance visibility into customer deployments, leading to faster proposals and informed infrastructure advice.
- Defined product requirements based on stakeholder feedback. Prioritized features ensuring platform alignment with interconnection and hyperscaler workflows.
- Collaborated with engineering to convert infrastructure capabilities to customer features and sales tools, boosting interconnection services adoption in enterprise accounts.
- Identified gaps in connectivity tooling and reporting used by GTM teams, driving enhancements that improved provisioning transparency and supported more efficient customer onboarding.

#### Ricoh USA

##### Product Manager

2019 - 2021

- Led development and launch of Ricoh digital platforms, including an e-commerce marketplace and consolidated SaaS platform designed to provide SMB customers centralized visibility into services and digital tools
- Owned product roadmap across multiple platform components, aligning engineering, design, marketing, and sales teams to deliver new capabilities faster and improve cross-team execution
- Conducted quantitative and qualitative user research to understand customer behavior and validate product hypotheses, reducing churn by 20% through targeted product improvements
- Collaborated with GTM and marketing teams to define product positioning, value messaging, and launch strategy, increasing active platform usage by 30%
- Introduced iterative product experimentation through A/B testing and continuous feedback loops, expanding the marketplace catalog by 15 new offerings and contributing to 50% revenue growth on the platform

## Experience

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### iLuv Creative Technology

#### Product Manager

2015 - 2019

- Managed product lifecycle for consumer technology and connected device platforms, leading cross-functional teams across engineering, design, and marketing to bring new products to market.
- Increased revenue by 25% by leveraging customer insights and market trends to define product requirements and guide successful launches.

### Casio Computer Co.

#### Product Development

2012 - 2015

- Expanded the music product portfolio by 20% by developing region-specific instruments for new markets.
- Coordinated between engineering, design, and manufacturing teams.

## Skills

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#### Product Leadership & Execution:

• Your Skill · Agile Delivery · Backlog Prioritization · Roadmap & Portfolio Strategy · Release Management · Risk Mitigation

#### CORE COMPETENCIES:

• LLM & RAG Systems · AI Agents · Azure AI Search · Index & Embedding Strategy · AI Observability · Grounding Output Validation · Workflow Automation (n8n)

#### Data Platforms & Engineering:

Schema Design\* Data Modeling · ETL/ELT Pipelines · SQL · Data Migration Strategy · Data Quality & Governance · Enterprise Data Platforms · Search & Indexing Workflows · Python

#### Domain & Industry Experience:

Data Center Infrastructure · Interconnection & Cloud Connectivity · Hyperscaler & NSP Ecosystems · Enterprise SaaS · IoT Systems · E-Commerce Platforms

Enterprise Platforms & Tools: Product Analytics · GTM Systems · SaaS Platforms · Salesforce

## EDUCATION & CERTIFICATION

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Communication Arts — Lebanese American University

AI & Machine Learning – 18-Month Professional Program — Columbia University

Certified Scrum Master (CSM)

Certified Product Owner (CSPO)

Certified Data Center Design Professional (CDCDP)

Pragmatic Marketing Certification