Andrew Ramm

Andrew Ramm is a visionary C-level executive and digital transformation leader who has consistently driven breakthrough results at both Fortune 500 companies and startups. With a proven track record of turning around businesses and accelerating growth, Andrew has transformed multiple $100M+ business units from losses to profitability, achieving up to 5X revenue growth at industry giants including Amazon and Autodesk.

As President and General Manager of Amazon Guided Shopping, Andrew conceptualized and launched an innovative AI-powered, brand-centric selling paradigm that secured commitments from numerous Fortune 500 brands including L'Oreal, Sony, and Disney. Under his leadership, the venture achieved profitability within 18 months and delivered sales uplifts of up to 62% for partner brands. Previously, as President and GM of Alexa Internet, Andrew executed a complete financial and technical transformation of Amazon's digital marketing analytics subsidiary, converting multi-million-dollar losses into 17% operating income and growing revenue by nearly 500%.

During his tenure at Autodesk, Andrew architected comprehensive go-to-market strategies across North America and Asia that doubled division revenues in the Asia-Pacific region. As Head of Product Management for AutoCAD, he drove Platform Group revenue growth from $500M to $700M while turning around sales from -20% to +10% year-over-year. His leadership at Avid Technology saw him direct a $362M product portfolio while orchestrating a strategic shift that unlocked $36M in additional profit and dramatically improved NPS scores.

Currently based in Berkeley, California, Andrew serves as an advisor to cutting-edge AI and technology companies including ParkNav, where he is Acting Chief Product Officer, helping transform organizational focus and go-to-market strategy for AI-driven green tech addressing urban sustainability challenges. He brings more than a decade of experience innovating and launching sophisticated AI and ML-driven products and services in competitive markets. Early in his career, he worked with NASA to help create the visual navigation system for the Mars Pathfinder Rover. Andrew studied Communication with an emphasis in Rhetoric and Critical Reasoning at Cal Poly Humboldt and has completed executive leadership programs at Babson College.