

DMITRII LOSEV

AI Product Lead | Consumer AI Products | Self-Improving AI Agents

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PROFILE

AI Product Lead focused on consumer AI products, agentic systems, and 0-to-1 AI initiatives. I turn ambiguous opportunities into product strategy, MVP scope, AI-native UX, partner integrations, and production launches. I have led and shipped products across Sber, Uzum, and my own AI-native ventures, with experience at 14M-65M MAU scale and direct impact on GMV growth, engagement, and new distribution channels.

Most recently Executive Director / AI Product Lead at Sber, where I led AI initiatives across two business verticals. My recent work included launching an AI Travel Companion integrated into a partner surface: it plans trips, supports users throughout the journey, reacts to changing context, improves the travel experience, and creates an additional sales channel for the partner.

PRODUCT AND TECHNICAL EDGE

- Shape new AI product directions from customer needs, technical possibilities, business model constraints, and partner ecosystem opportunities; convert ideas into vision, roadmap, MVP scope, and launch plans.
- Lead product teams and product managers across discovery, prioritization, requirements, agent UX, analytics, delivery, rollout, and post-launch iteration.
- Drive end-to-end AI product launches across product, engineering, integrations, partner negotiations, legal, marketing campaigns, announcements, presentations, E2E testing, and release execution.
- Translate AI, LLMs, and agentic systems into clear user workflows, new sales channels, GMV growth, and measurable partner value.
- Bring strong technical depth in AI-native architecture, agent UX, backend flows, telemetry, evals, guardrails, prototyping, and production-ready AI feature delivery.

CORE SKILLS

AI product leadership | consumer AI products | product strategy and vision | 0-to-1 AI launches | product team leadership | MVP and release scope | AI-native UX and agent UX | LLM orchestration, evals, and guardrails | GMV growth | partner integrations and negotiations | GTM and launch campaigns | A/B testing | launch readiness and legal coordination | E2E testing and rollout | cross-functional execution

EXPERIENCE

Sber | Executive Director / AI Product Lead, Domain Lead | Mar 2026 - Jul 2026

- Led AI product initiatives across two business verticals, including research, new AI concepts, MVP scoping, and partner-facing product sales.
- Took over a partially built proactive AI Travel Companion and drove it to product launch: rebuilt the P0 scope, strengthened the team, refined the architecture, secured development and integration execution, aligned legal readiness, prepared the launch campaign, and led partner communication throughout the launch.
- Led a team of product managers and managed the end-to-end launch with engineering, architecture, legal, marketing, campaign management, analytics, and an external travel partner; turned launch risks into clear requirements, approvals, and release decisions.
- Defined the roadmap for expansion to new user surfaces and deeper partner-service integrations.

AI Products & Open Source | Founder / Product & Engineering Lead

- AgentFoundry - Open-source Codex Skill Pack for building production-ready AI-native products - <https://qchat.nl/agentfoundry>
- QChat - Shipped consumer AI product where vertical agents complete real-world tasks end-to-end - <https://qchat.nl>

Uzum | Product and AI Initiatives Lead / Lead iOS Developer | Jan 2024 - Mar 2026

- Shipped key products across Growth, Ecosystem, and Discovery teams for Uzum Market and Uzum Tezkor, combining product discovery, hands-on engineering, delivery ownership, and cross-team alignment.
- Contributed to 3.64x GMV growth at Uzum Tezkor in 2024, with total e-commerce GMV reaching \$345M, and helped drive 1.4x GMV growth at Uzum Market in 2025.
- Contributed to Uzum's long-term AI strategy through AI-agent product initiatives, applied AI concepts, and new opportunities for consumer products.

Sberbank | Product Manager / Lead iOS Developer | Jan 2017 - Apr 2021

- Joined the core team that launched Sber SuperApp and opened ecosystem access for 65M+ customers; later owned Feed & Search as Product Manager.
- Launched and scaled a personalized media platform that increased engagement and cross-product conversion across the Sber ecosystem.
- Ran qualitative and quantitative user research, tested prototypes and product concepts, and converted insights into product and UX decisions.
- Built and led two Agile/Scrum teams of 7 and 15 people across hiring, onboarding, day-to-day delivery, and production releases.

Commercial Real Estate - Absolute, Apleona HSG, Praedium, Blackwood | Senior Sales and Business Development Manager | Mar 2007 - Jun 2014

- Closed 300+ commercial real-estate deals with \$110M in total transaction value, managing asset search, negotiations, deal structuring, stakeholder alignment, and multi-party closings.

EDUCATION AND LANGUAGES

Mogilev State Technical University - Bachelor's degree, Automated Control Systems

Continuous AI education - completed 15 independent AI/ML programs, including open courses from Stanford and MIT

Languages: Russian - native; English - professional working proficiency