

# Luke Duran

Senior Product Manager · Data Products · AI-Enabled Features & Workflows · Platform

Hendersonville, TN · lukeduran.career@gmail.com · linkedin.com/in/luke-duran

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## SUMMARY

Senior Technical Product Manager with 8+ years building revenue-critical data products and scalable platforms in high-growth environments. Skilled at owning core platform capabilities and driving product continuity through strategic ambiguity and organizational change. Recent focus on AI-enabled product development, shipping vision model features in production and building LLM-powered internal workflows that compress execution cycles across product and content operations.

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## EXPERIENCE

### Technical Product Manager

Oct 2022 – Present

Pearl

- Own strategy and development for Pearl SCORE and the SCORE Report, the company's primary revenue vehicle, spanning a national property intelligence product covering 96M+ single-family homes.
- Designed and shipped the Home Feature Update flow: a vision model-powered experience in the Pearl mobile app where homeowners photograph equipment labels to automatically extract manufacturer and model data, enriching home features with efficiency characteristics, equipment type, and additional product attributes. Led multi-LLM evaluation to select the optimal model and developed image preprocessing techniques (contrast tuning, normalization) to improve real-world label readability and extraction accuracy.
- Own the API layer and core platform capabilities enabling scalable partner distribution and product expansion across multiple business model iterations.
- Contributed to the architectural evolution from a certification-focused platform to a national data product, defining data models and API contracts that persisted across multiple strategic pivots.

### Founder & Product Lead

May 2021 – Present

DigitalTenn

- Founded a product consultancy delivering custom web and mobile platforms for growth-stage clients across e-commerce, media, retail, real estate, and professional services verticals.
- Built LLM-powered internal tooling and agentic workflows, including inbox triage systems and content operations tooling, demonstrating applied AI product development beyond client-facing work.
- Advised early-stage teams on product strategy, technical architecture, and roadmap prioritization under resource constraints; guided multiple engagements from discovery through launch.

### Product Manager

Mar 2017 – Dec 2021

The Escape Game

- First PM at TEG; established the product function and defined roadmap priorities alongside executive leadership during a period of rapid multi-location retail expansion.
- Identified the need for and proposed TEG Workspace (now Cosmo) from the ground up, building it into the internal operations platform that has powered store operations across 50+ locations nationwide and remains the company's primary operating system.
- Built and launched consumer digital products Remote Adventures and Unlocked, including branded activations for PwC, Disney+, Nickelodeon, and Amazon Prime Studios.
- Partnered with executive and marketing leadership to optimize fill rate, the company's north star metric, launching dynamic pricing experiments through a custom booking platform.

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## SKILLS

### PRODUCT & STRATEGY

Product Strategy · Data Products · API Strategy ·  
Revenue-Driven Development · Roadmap Prioritization ·  
Cross-Functional Leadership

### TECHNICAL

SQL · API Design · Data Pipelines · Data Analysis · Python ·  
JavaScript · AWS

### AI & EMERGING TECH

LLM Evaluation & Selection · Agentic Workflows · Prompt  
Engineering · AI Feature Development

### TOOLS

Notion · Figma · PostHog · GitHub · JIRA · ProductBoard ·  
Claude · OpenAI

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## EDUCATION

### **Belmont University**

B.B.A., Business Administration

2017

### **Vanderbilt University**

Full Stack Engineering, Certificate Program

2019