Andrew Dean Martin

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Enterprise AI product & technology leadership
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SUMMARY

AI product and technology leader who turns ambiguous enterprise problems into production systems, then builds the operating models and teams needed to scale them. Combines software general-management experience with hands-on delivery of agentic workflows, evaluation, and governance.

SELECTED SCOPE

- General Manager, Digital Products (Dec 2019–Aug 2020): strategy, product, business development, and customer engagement for enterprise SaaS (Workforce Orchestrator). Professional-services economics sat with the partnership.
- Platform / portfolio leadership: climate risk analytics expansion into four international territories in six months.
- Current CT&I role: AI delivery execution, reusable methods, portfolio governance, and enablement so work continues without a single bottleneck.

EXPERIENCE

Director, Commercial Technology & Innovation

PwC · Oct 2024 – Present

- Lead AI delivery and platform enablement within Commercial & Service Excellence. Agentic accelerators, investment-to-delivery execution, AI enablement programs, reusable delivery standards.

Platform Engagement Lead – ESG/Sustainability & Cloud/Digital

PwC · Nov 2022 – Oct 2024

- Led product asset groups; territory expansion; B2B data commercialization operating frameworks; coordination across 6+ asset teams.

Product Portfolio Lead – Workforce Transformation

PwC · Aug 2020 – Oct 2022

- Portfolio of enterprise SaaS platforms for workforce transformation engagements.

General Manager – Digital Products

PwC · Dec 2019 – Aug 2020

- Enterprise SaaS: strategy, product, business development, customer engagement.

Go-to-Market Leader – Enterprise SaaS Alliance

PwC · May 2018 – Jul 2021

- GTM strategy bridging vendor platform and consulting delivery.

Consulting & Advisory – Technology & Finance Transformation

PwC · 2014 – 2018

- Pricing, finance effectiveness, CRM and internal platform delivery.

Client Strategist – HP Account

PwC · Dec 2010 – Feb 2014

- Account strategy, RFP coordination, commercial agreements.

Enterprise Sales

Hewlett-Packard · 2008 – 2010

- Servers, storage, and networking for SLED and state government accounts.

EDUCATION

MBA, Miami University Farmer School of Business
B.A. Political Science; B.A. History — Washington State University

SELECTED METHODS

Multi-agent workflows with human-in-the-loop controls; AI-augmented codebase assessment; prompt catalogs and reusable delivery patterns; evaluation and reliability thinking for production systems. Interactive examples: andrewdeanmartin.com

Views expressed are my own and do not represent PwC. This resume excludes confidential client, financial, and personnel details.