CARLOS GIL

Technical Product Leader | AI Workflows, Platform, Data Products

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SUMMARY

Acquisition-backed founder and technical product leader with 12+ years across B2B SaaS, consumer, and marketplace products. Built AI, analytics, workflow, platform, and data products from 0 to 1 through scale, including Basis from launch to acquisition by Digits. Thrives at the intersection of product strategy, design partnership, and hands-on execution, from 0-to-1 builds through scale.

EXPERIENCE

Digits   May 2024 – Present
Remote

Product Manager, Platform & AI Workflows | Feb 2026 – Present
- Defined the strategy and initial roadmap for Digits' Platform & AI Workflows product area, standing up the cross-functional team and foundation for self-serve analytics and reusable AI workflows across core systems.

Product Manager, Bill Pay & Invoicing | Nov 2024 – Feb 2026
- Owned Bill Pay and Invoicing strategy across a 7-person product, design, and engineering team, scaling annual payment volume 20x from ~$1M to $20M in 12 months while launching new capabilities and migrating all customers to new payment rails and APIs.
- Grew Invoicing attach rate among eligible customers 5x from 2% to 10% by shipping key product gaps including credit card payments, invoice ingestion from email, branded reporting, and automated invoicing.
- Reduced payment-related support burden 90% by simplifying end-to-end Bill Pay and Invoicing workflows for customers and internal teams.

Post-Acquisition Integration | May 2024 – Nov 2024
- Led post-acquisition integration of Basis forecasting capabilities and migration of key enterprise accounts into Digits, including a flagship account that drove $500K+ in newly committed ARR and became a strategic long-term partner.

Basis.so (acquired by Digits) | Co-Founder & Head of Product / CTO   Jun 2020 – May 2024
- Co-founded Basis and led product and engineering from 0 to acquisition, turning complex planning, reporting, and operational workflows into a real-time SaaS product used by 200+ SMB and enterprise customers.
- Grew ARR past $1M within 12 months of launch by owning product vision, roadmap, customer discovery, and GTM across an 8-person product and engineering team.
- Shortened self-serve onboarding to 5 minutes for a product that depended on complex multi-source data integrations, enabling both PLG adoption and sales-led growth.
- Owned platform strategy for 100+ ERP, CRM, payroll, and business-system integrations, expanding product value while reducing implementation friction for SMB and mid-market customers.
- Defined a real-time modeling and analytics engine capable of millions of daily calculations, enabling instant scenario planning, dashboards, and workflow automation at production scale.

Domio | Head of Engineering   Sep 2017 – Mar 2020
New York, NY
- Scaled a 30+ person engineering organization across five teams while standing up the first product and design function, hiring and managing the initial two PMs and designers.
- Partnered with the CEO on market expansion, monetization, and product strategy during $100M+ in funding and growth into 10+ cities.
- Led product work across direct booking, reservations, and the booking experience, increasing direct bookings from 0% to 50% through a more seamless customer journey and close partnership with marketing.
- Built data, pricing, and operational platforms that automated market selection, price testing, and property workflows across 10+ cities.

Betterment | Senior Software Engineer   Sep 2016 – Sep 2017
New York, NY
- Led development of investment allocation and dividend systems supporting millions in customer assets, and launched a tax platform that expanded Betterment's core account capabilities.

Uber | Software Engineer II / Software Engineer   Jun 2014 – May 2016
San Francisco, CA / New York, NY
- Shipped platform systems across UberEATS, UberRUSH, and communications infrastructure, including v1 of UberEATS, inventory management, pricing engines, and real-time dispatch tooling.
- Built fault-tolerant messaging and campaign systems delivering SMS, email, and push notifications to millions of users; mentored new hires and contributed to interview loops.

EDUCATION

Carnegie Mellon University | B.S. in Electrical and Computer Engineering   2014
Ongoing career mentor to current students