



Urs Kayky Gomes

AI Product Manager × Senior Sales Manager

I turn **customer understanding** into **AI products** that work in the market and create measurable **business value**.

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PROFILE

I combine more than ten years of experience in sales, customer advisory and commercial roles with hands-on experience in AI Product Management. At BE BRAVE AG, I supported the development and market launch of EAGEL GPT and helped win three B2B enterprise customers. I translate customer and market needs into clear product requirements and connect customers, business and technical teams with a focus on measurable business value.

SELECTED RESULTS

6 Months

Supported development and market launch of EAGEL GPT

3

B2B enterprise customers won and onboarded

7

Collaboration with a 7-person external development team

10+

Years of experience in sales and commercial roles

KEY COMPETENCY AREAS

AI & Digital Product Management

Developing product concepts for AI solutions · from idea to market launch.

Customer Discovery & Strategy

Capturing customer needs and translating them into clear product requirements.

Roadmap & Delivery

Prioritizing features, defining user stories, testing with engineering.

B2B Sales & Go-to-Market

Shaping pricing, customer presentations and go-to-market.

Stakeholder & C-Level Communication

Mediating between customers, business and technical teams.

Commercial Thinking & Business Value

Consistently aligning product decisions with business value.

PROOF OF WORK

CASE STUDY

EAGEL GPT

Situation: Enterprise customers needed an AI solution with real value.

Approach: Gathered customer requirements, prioritized features and helped shape QA and go-to-market with management and engineering.

Result: Supported market launch within 6 months; won 3 B2B enterprise customers.

OWN CONCEPT

VOZURA

Situation: Sales and customer success teams lose important insights from customer conversations.

Approach: Developed the product concept, implemented with AI-assisted prototyping.

Result: Functional prototype with conversation intelligence, memory function and Swiss-German transcription (beta).

DIGITAL PRODUCT

urskayky.com

Situation: Application documents rarely show how someone actually thinks about products.

Approach: AI-assisted design of a bilingual portfolio.

Result: A digital proof of work for product thinking and AI projects.

WHERE I CREATE IMPACT

AI & digital B2B products

Interface between customer, business & engineering

Product Discovery, Go-to-Market & Commercial Growth

Target roles: AI Product Manager · Product Manager · Product Owner

Let's talk.

About how I translate customer understanding, product thinking and AI into measurable business value · for your product.

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In [/urskaykygomes](https://urskaykygomes)



[Open portfolio](https://urskayky.com)