

# Milad Davoodi

COO · PRODUCT · OPERATIONS · FRACTIONAL EXECUTIVE

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**\$1B+**

REVENUE SCALED

**93%**

AVG YOY GROWTH

**\$13M+**

DIRECT REVENUE

**15+**

YEARS OPERATING

Tesla pioneer (employee #673) who built their global used vehicle program from \$5M to \$1B. Amazon Senior PM managing \$86.5M across 470+ global investments. Investor, operator, and technical owner of Xcelerate Auto — creator of XCare, the first third-party EV warranty in the US, generating \$13M+ in direct revenue at 48%+ margins and powering \$40M+ in total platform transaction volume. Available for fractional and contract engagements in product, operations, digital transformation, and AI strategy.

## EXPERIENCE

### Chief Operating Officer (COO)

Jun 2022 – Present

Xcelerate Auto · Austin, TX

- Bootstrapped XCare from \$0 to \$13M+ in direct revenue at 48%+ margins, powering \$40M+ in total platform transaction volume.
- Sustained 93% average YoY revenue growth across 7 consecutive years.
- Manage 37,000+ pricing variations, applying data science level analysis to measure conversion, identify friction, and pursue pricing elasticity strategies that drive adoption.
- Launched the first EV battery & drive unit warranty extension product in the US.
- Led remote engineering teams, cutting costs and accelerating dev cycles by 80%.
- Introduced XCare payment plan checkout — increasing adoption 75%, raising ASP by \$1,000 (22.6%), and driving a 29.3% increase in total revenue.

## PEDIGREE

■ Tesla 7 yrs

■ Amazon (AWS) 2 yrs

■ Xcelerate Auto 7 yrs

## LEADERSHIP

P&L Ownership

Product Strategy

Go-To-Market

Global Ops

Revenue Ops

Pricing Strategy

Team Building

Process Design

## TECHNICAL

AI Strategy

AWS Cloud

Automation

Python

SQL

PostgreSQL

PgAdmin

Zapier

- Built AI agent workflows reducing customer support load by 60%+.
- Recognized Tesla's ESA subscription launch as a competitive threat, redirected resources toward non-Tesla EV owners and grew that segment 138% in 2 quarters — shifting vehicle mix from 25% to 50% of total revenue.

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## Strategic & Technology Advisor

Aug 2020 – Jun 2022 · concurrent with AWS  
[Xcelerate Auto](#) · [Austin, TX](#)

- Rebuilt full tech stack — WordPress to Ruby on Rails with AWS-native architecture.
- Led end-to-end technology overhaul driving 300%+ sales growth with lean headcount.
- Partnered with underwriters to launch first-ever EV battery warranty in the market.
- Built and onboarded a national team, majority former Tesla employees.

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## Vice President, Sales, Operations & Technology

May 2018 – Aug 2020  
[Xcelerate Auto](#) · [Austin, TX](#)

- Served as product owner for the first XCare e-commerce platform — first warranty sold online with fully transparent terms and pricing.
- Launched XCare EV, the first third-party EV warranty in the US, generating \$750K in year one with 50% QoQ growth.
- Architected Salesforce CRM and led SQL migration, streamlining operations and improving data integrity.
- Directed national media strategy securing coverage from Reuters, Yahoo Finance, and MarketWatch.
- Designed SEO-optimized XCare purchase funnel driving 308% YoY increase in web traffic.

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## Senior Product Manager, Worldwide Revenue Operations

Aug 2021 – May 2022

Salesforce n8n API Design

LLM / AI Agents

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## EDUCATION

### Northwestern University

Data Science Certificate  
Python · SQL · ML · Neural Networks

### University of Houston

B.S. Political Science · 2009–2013  
Foreign Policy & Comparative Politics  
Minor: History

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## ENGAGEMENT

Fractional COO

Contract PM

Advisory

Remote Only

[Amazon Web Services](#) · San Francisco, CA

- Owned roadmap for global sales automation platform managing \$4.5B in investment programs.
  - Centralized 600+ sales programs into a governance framework, reducing redundancy.
  - Built CRM-integrated recommendation engine eliminating training overhead for field reps.
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### **Senior Program Manager, Worldwide Startup Investments**

Aug 2020 – Aug 2021

[Amazon Web Services](#) · San Francisco, CA

- Managed \$86.5M in global budget across 470+ investments; \$87.5M projected ARR.
  - Redesigned investment approval process enabling 80% YoY growth in funded accounts.
  - Built centralized KPI dashboard later scaled across all startup programs globally.
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### **Senior Global Manager, Remarketing & Digital Infrastructure**

Jan 2016 – Feb 2018

[Tesla, Inc.](#) · Fremont, CA

- Scaled global used vehicle program from \$5M to \$1B across 9 countries, 120+ team.
  - Built self-inspection digital tool reducing costs by \$1M+ and accelerating deliveries.
  - Boosted delivery throughput 140%, clearing 500+ vehicle backlog via exec dashboards.
  - Presented P&L and financial insights directly to Tesla's President and CFO.
  - Spearheaded global program audit with PwC, driving structured remediation with the CFO.
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### **North American Operations Manager, Remarketing**

Mar 2014 – Jan 2016

[Tesla, Inc.](#) · Chicago, IL

- Co-founded Tesla's Pre-Owned business from the ground up — full lifecycle ownership.
  - Created Ownership Loyalty Program; 14% conversion rate, thousands of sales/quarter.
  - Architected Salesforce CRM across Sales, Service & Accounting for revenue recognition.
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### **Assistant Store Manager, North American Sales**

Oct 2011 – Mar 2014

[Tesla, Inc.](#) · [Houston, TX](#) · [Employee #673](#)

- Helped build Texas into Tesla's #2 US market behind California.
- Led first Model S test drives across the southern region.