

Colin Gillingham

Staff / Lead AI Product Manager

Agent platforms · Applied AI · Automation

I lead AI products from an ambiguous idea to real adoption, and I build them myself. At HubSpot I launched Agent Hub, owned the automation runtime behind 5 billion workflow executions a day, and led Data Enrichment to \$10M in ARR growth. On my own I've shipped 13 AI products, from PhoneScreen AI's voice agents to Glottie on the App Store.

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SELECTED IMPACT

2026

Launched Agent Hub

HubSpot's home for AI agents, where customers discover, activate, monitor and orchestrate first-party and custom agents. Took it from concept to public beta for Professional and Enterprise.

2023 – 2026

Owned the automation runtime

Runtime execution and observability for HubSpot workflows, running 5 billion executions a day.

2024

Led HubSpot Data Enrichment

Brought Clearbit's enrichment natively into HubSpot records, and moved enrichment from a standalone product toward core CRM infrastructure.

2025

Shipped Conversational Enrichment

LLMs that read email threads and update the CRM at 93% exact-match accuracy, measured against hand-labeled evals.

EXPERIENCE

Group Product Manager, AI & Automation

HubSpot · New York · 2023 – 2026

- Launched Agent Hub, from an ambiguous concept to public beta for Professional and Enterprise customers.
- Led product across the agentic automation platform: workflows, actions, runtime, orchestration, developer experience, observability, governance and human oversight.
- Owned runtime execution and observability for workflows running 5 billion executions a day.
- Led Data Enrichment, bringing Clearbit's data natively into HubSpot for \$10M in ARR growth.
- Shipped Conversational Enrichment at 93% exact match, and set the team's AI practice: evals, hand-labeled datasets, prompt and model iteration, and cost/quality tradeoffs.
- Led PMs and steered a multi-team engineering org through written strategy, sequenced roadmaps and a steady operating cadence.

Head of Growth & Analytics

Clearbit · New York · 2023

- Recruited by the CEO after building LeadShogun, an AI prospecting product built on enrichment data.
- Through the HubSpot acquisition, shaped integration, packaging, analytics and go-to-market for Clearbit inside HubSpot.

Head of Marketing & Sales

Delphi Digital · New York · 2021 – 2023

- Worked with the executive team on company strategy, and grew the role from leading marketing to owning sales.
- Consolidated Salesforce, Intercom, Pardot and WordPress into HubSpot in three months with no data loss: one customer-data model, lifecycle automation and clear attribution.

Special Projects GTM Lead, reporting to the CEO

Mapbox · San Francisco · 2019 – 2021

- Led a cross-functional web and GTM team supporting ten product teams across the developer platform.
- Replaced engineering-dependent publishing with a self-service content platform that business teams run themselves.
- Turned broad CEO priorities into a focused roadmap, measurable execution and organizational change.

Engineer and startup consultant

Independent · Lisbon · 2016 – 2019

- Freelance engineering, plus technical architecture and go-to-market for early-stage startups.

Head of Product, reporting to the CEO

WIREWAX (acquired by Vimeo) · London · 2015 – 2016

- Led product for a computer-vision platform for interactive, shoppable video, and managed a 10+ person engineering team.
- Delivered enterprise programs for Disney, Sony and Ted Baker.

Systems, Sales Operations & Marketing

Tesla · Palo Alto · 2008 – 2013

- Joined as roughly employee #200, before the Model S.
- Built Tesla’s Salesforce systems and first marketing automation across sales, service and support.
- Built the regional, national and global sales reporting used by executive leadership, and helped stand up early US retail and service-center workflows.

APPLIED AI, BUILT HANDS-ON

PhoneScreen AI	2024 – now	Agent Wonderland	2026
Voice agents that run hourly hiring: 3,000+ phone screens for 83 teams, with structured scoring, evidence and human review.		A live, paid marketplace where agents in Claude, Codex and Cursor find, pay for and run other agents over MCP.	
Glottie	2026	TinyNews	2026
A real-time voice tutor that remembers you. Built solo; on the App Store in 41 languages.		Your morning, edited by AI down to one page. Launched four days after the first commit.	

Also shipped: Kamera · Whoosh · UXLoops · Tractor Beam · WordBlip · LeadShogun · realtime-to-mcp · 78★

SKILLS

Product leadership	AI product strategy · 0→1 and platform bets · Roadmap and portfolio sequencing · Discovery and research · Launch and adoption · Written strategy · Leading PMs
AI and agents	Agentic workflows · Evals and labeled datasets · Human-in-the-loop design · Observability and reliability · Cost/quality tradeoffs · MCP · Realtime voice · RAG
Hands-on	TypeScript · Python · SQL · React and Next.js · Node.js · Postgres · Cloudflare · Stripe · OpenAI and Anthropic APIs · Claude Code, Codex, Cursor

EDUCATION AND PRESS

2008	CNBC · 2017
Elon University	How a Craigslist post landed me my first job at Tesla ↗
B.S., Business Administration	The story of joining Tesla as employee #200.