

Toufiq Mohammed

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Principal Product Manager at Oracle | AI Agents & Developer Platforms | NIT Calicut

SUMMARY

Principal Product Manager with 9+ years building enterprise AI products and developer platforms, combining product strategy with deep software engineering expertise. Led AI agents, RAG, developer tooling, and platform initiatives used by Oracle customers worldwide. Proven record of turning customer discovery into shipped products, improving adoption and developer productivity, and partnering with engineering, UX, sales, and executives.

EXPERIENCE

Principal Product Manager

Oct 2025 – Present

Oracle

Hyderabad, India

Own AI product strategy, roadmap, metrics, and delivery for Oracle APEX across agents, RAG, MCP, and developer tools.

- Led product strategy and delivery for Claude Code and Codex skills automating APEX development; **ranked first by installs in Oracle's skill stack, boosted launch collateral output 80%, and lifted new citizen developer acquisition and activation approximately 5%.**
- Conceived and led APEXlang from product thesis through Oracle APEX 26.1 launch, creating an open, human-readable application specification that enables developers and AI agents to generate, review, version, validate, and govern apps; **increased Oracle APEX adoption 20% in targeted financial services and defense accounts** through POCs, demos, and labs.
- Built product AI Evals for 120+ agentic application generation scenarios; **achieved a 98% end-to-end pass rate, caught 5 release-blocking regressions before launch, and cut validation time 80%.**
- Conceptualized and led a RAG support assistant; **achieved 98% answer accuracy on support queries and reduced query resolution time 80%**, creating a reusable foundation for other Oracle organizations.
- Led discovery across interviews, architecture reviews, POCs, and competitive analysis; **translated 100+ enterprise engagements into requirements, technical tradeoffs, roadmap priorities, and 20+ shipped AI capabilities.**
- Built Demo Theatre into a repeatable GTM engine across 5 major releases, spanning positioning, launch messaging, demos, playbooks, and field enablement; **equipped 200+ sales reps and influenced strategic \$1M+ deal wins.**
- Scaled Partner Edge enablement; **expanded partner reach 25%, secured 6 public references, and contributed to 5% higher acquisition** through shorter sales cycles and lower CAC.

Senior Product Manager

Jul 2022 – Oct 2025

Oracle

Hyderabad, India

Owned developer onboarding, adoption, partner enablement, and flagship AI demonstrations for Oracle APEX.

- Launched the self-service Oracle APEX Learning Path; **reached 65,000+ developers and generated 10,000+ certifications in year one**; scaled onboarding with tutorials, demos, workshops, and usage examples.
- Led Oracle APEX's flagship generative-AI demonstration for Oracle CloudWorld 2023; partnered with Autonomous Database on ChatDB/Select AI demonstrations subsequently used at events globally.
- **Enabled PwC, Deloitte, and Accenture in the Philippines and supported onboarding new partners in India** through the JAPAC system-integrator program.

Software Developer to Principal Software Developer

Aug 2017 – Jul 2022

Octave (Formerly Hexagon AB)

Hyderabad, India

Architected enterprise SaaS products, AI prototypes, and developer tooling for global engineering customers.

- Architected Intergraph Smart® Materials, global materials-management SaaS for leading owner-operators and EPCs; designed 300+ backend components, an email-notification system, and **platform capabilities adopted by 12 other teams.**
- Led **AI R&D as Lead Architect** across Hexagon's engineering product portfolio, delivering hypothesis-driven POCs to evaluate technical feasibility and risk; **multiple prototypes were adopted into product roadmaps.**
- Delivered 90% of planned features across 3+ major releases with Germany-based stakeholders; built SQL-quality, build-alert, and provisioning tools **used daily by 45+ engineers to strengthen release confidence.**

CORE SKILLS

AI Products: AI agents, RAG, MCP, product AI Evals, NL2SQL, Claude Code, Codex, OpenAI Agents SDK, Lovable
Product Management: AI product strategy, roadmaps, discovery, PRDs, prioritization, KPIs, GTM, launches, adoption
Technical: Oracle APEX, OCI Generative AI, Oracle Database, SQL, PL/SQL, REST APIs, Agile/Scrum
Leadership: Executive communication, cross-functional leadership, partner enablement, developer relations

EDUCATION

National Institute of Technology Calicut - Bachelor of Technology, 2013 – 2017

CREDENTIALS & ACHIEVEMENTS

Certifications: Oracle APEX Cloud Developer Certified Professional; Oracle Cloud Infrastructure AI Foundations Associate; Microsoft Certified: Azure Fundamentals; **Awards:** Customer Success Excellence Award; 2x Star Award