

Jonah Anderson

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EDUCATION

University of Virginia, Charlottesville, VA

2016 - 2020

- Bachelor of Arts in Computer Science, Class of 2020
- Minor in Religious Studies, Hinduism

WORK EXPERIENCE

DAT Freight and Analytics, New York, New York

April 2024 - Present

Senior Product Manager, Integrations May 2025 - Present

- Owned product strategy for DAT's integration ecosystem connecting major transportation platforms, supporting millions in recurring revenue and the majority of broker, shipper, and carrier workflow automation across the network.
- Managed DAT's developer portal experience, surfacing new APIs and integration capabilities to partners and customers while improving discoverability, documentation, and onboarding for external developers.
- Led the strategy for deprecating legacy SOAP APIs and migrating partners to REST, designing backward-compatible adapters to protect \$6M+ in MRR while preventing disruption to enterprise TMS integrations.
- Introduced partner attribution within API headers, enabling monitoring of integration performance by TMS partner and unlocking data-driven reliability reporting.
- Authored the standard playbook for new TMS integrations including PRDs, workflow specifications, and validation frameworks adopted across partner onboarding.

Product Ops Analyst (Trucker Tools Acquisition) April 2024 - May 2025

- Owned lifecycle of TMS integrations across tracking, posting, offers, and bids, acting as technical liaison for partners and enterprise brokers.
- Expanded the partner ecosystem by driving a 30% increase in active TMS integrations across the network.
- Enabled enterprise deals through integration-led pilots and technical presale support, influencing \$25K+ in new recurring revenue.
- Defined and formalized the "sales engineer" motion for large deals, drafting Statements of Work, integration scopes, and pilot success criteria.

Coast, *Technical Product Manager*, New York, New York

May 2023 - March 2024

- Orchestrated beta and GA launches and expanded the public API with new endpoints, driving partner adoption and opening new acquisition channels.
- Applied SQL-driven analysis to identify failure patterns in integration transactions, reducing decline rates by 53% within six months.
- Led the delivery of the complex accounting integration, mastering accounting concepts and software, which facilitated the entry into an additional product area.

Qualtrics, Reston, VA

November 2020 - May 2023

Product Manager January 2022 - May 2023

- Led product strategy and roadmap for third-party API integrations, expanding partner connectivity and platform capability.
- Scaled ingestion infrastructure supporting 10% growth in record processing volume within six months.
- Drove customer migration to AWS, improving scalability while reducing operational and infrastructure costs.

Product Manager Associate (Clarabridge Acquisition) November 2020 - January 2022

- Collaborated with engineers, marketing, services, and sales teams to deliver custom data pipeline integrations to customers.
- Eliminated legacy data pipeline dependencies through a deprecation plan, reducing operations and service spend.

TECHNICAL SKILLS

- *Computer Languages:* Python, Java, C/C++, SQL, HTML/CSS
- *Tools:* Jira, Confluence, Trello, Airtable, Coda, Ubuntu, AWS, Postman, Figma, OpenAI Codex, Claude Code
- *Skills:* Agile, REST and SOAP APIs, Webhooks, Data Structures, Human Computer Interface, User Experience