RICHARD GUE

AI PRODUCT MANAGEMENT | ENTERPRISE AI TRANSFORMATION | PRODUCT STRATEGY

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PROFESSIONAL PROFILE

Product leader and entrepreneur with 15+ years across business leadership, product development, operations, and transformation. At Gable, independently built and now manage internal AI and business applications through AI-assisted development, including an enterprise AI platform used by approximately 80 employees. Translate business needs into practical workflows, integrated systems, and ongoing product improvements. Bring hands-on experience with LLM applications, enterprise data integration, user adoption, and cross-functional delivery.

APPLIED AI & BUSINESS PRODUCT PORTFOLIO | GABLE

HIVE / GableAI | Enterprise AI platform | Approximately 80 users
Built, deployed, and actively manage an employee-facing AI platform with RAG, live SharePoint/OneDrive retrieval, and MCP-connected operational data. Implemented Docker, Open WebUI, LiteLLM, n8n, Cloudflare Tunnel, and multi-provider APIs.

Proposal Builder | Business workflow product | Approximately 25 users
Independently built and deployed an internal AI-powered proposal-authoring application. Integrated AI functionality, reusable content, employee profiles, and project-stage workflows. Continue releasing improvements based on employee feedback.

Canonical Database + MCP | Live enterprise data foundation
Built a standardized, deduplicated data foundation for contacts, companies, sales orders, and pipeline records across FileMaker/aACE, HubSpot, and ConnectWise. Supports automated reporting and executive dashboards.

Automated Reporting + Marketing Hub | Operational applications
Built and deployed recurring sales-reporting automation and a marketing operations application to improve access to useful business information and support recurring workflows.

PROFESSIONAL EXPERIENCE

GABLE | Baltimore, MD | Aug 2024 - Present
Director of Marketing & Product | Mar 2026 - Present • Product Manager | Aug 2024 - Mar 2026

- Own product discovery, requirements, implementation decisions, user feedback, and ongoing releases for internal AI and business applications; use AI-assisted development to bring products into production.
- Lead product and marketing initiatives across engineering, sales, manufacturing, and operations, translating customer and employee needs into technical priorities and practical solutions.
- Founded and lead the Find a Better Way Committee to identify high-value AI and automation use cases. Participate in the ongoing Dynamics 365 Business Central and Sales CRM transition; cutover is not yet complete.
- Redesigned an outdoor kiosk to address thermal performance, weather protection, and serviceability; supported planning for a roughly 216-unit replacement initiative.

EARLIER LEADERSHIP & PRODUCT EXPERIENCE

RANDOM STIMULUS, LLC / THE VAPER'S KNOLL | Curtis Bay, MD | Dec 2011 - Mar 2020

Founder & Chief Executive Officer

- Built a regulated consumer-product business from $500 in startup capital to approximately $7M in peak annual revenue, with more than 60 employees within four years.
- Designed the Gnome, Gnome V2, and Gnome V3 vaporization devices and managed sourcing, outsourced manufacturing, positioning, and commercial distribution.
- Established a 10,000-square-foot manufacturing facility with an ISO 5 cleanroom and MES-supported processes. The company earned 2017 Baltimore Sun Top Workplace recognition.

HYSTERIA BREWING COMPANY | Columbia, MD | Mar 2015 - Aug 2024

Founder & Chief Executive Officer

- Founded and expanded a regulated consumer brand, overseeing product releases, customer feedback, creative direction, operations, and business development. Designed beer labels and collaborated on naming, packaging, and marketing.
- Improved manufacturing efficiency by a reported 20% through process analysis, scheduling, forecasting, and performance monitoring.

WOODMADE CUSTOMS, LLC | Pasadena, MD | Jul 2018 - Jul 2022

Founder & Fabricator

- Designed and fabricated commercial products using CAD, CNC, laser systems, and prototyping, translating customer requirements into workable production solutions.

EARLIER TECHNOLOGY EXPERIENCE

Investors United | Director of Academic Technology | 2010 - 2014 Led IT operations and implementation of the Moodle learning management system.

ANC | Field Technician | 2008 - 2010 Installed and operated professional LED display and live-event media systems.

PRODUCT & TECHNICAL CAPABILITIES

AI & Product LLM applications, RAG, AI-assisted implementation, product discovery, workflow redesign, technical requirements, user feedback, adoption-focused iteration.

Infrastructure & Data Docker, Open WebUI, LiteLLM, n8n, MCP, API integration, Cloudflare, Linux, SharePoint/OneDrive retrieval, Microsoft Entra and Azure, Railway, Dynamics 365, Power Apps, Power Automate, data standardization and deduplication.

Business Platforms FileMaker/aACE ERP, HubSpot, ConnectWise, automated reporting, Dynamics 365 transition, marketing operations, manufacturing execution systems.

EDUCATION & PROFESSIONAL DEVELOPMENT

Marketing in the Age of AI University of Maryland, professional development

Electrical, Optical & Magnetic Materials and Devices MIT, coursework

Lean Six Sigma Green Belt Council for Six Sigma Certification

Media Arts & Animation Art Institute of Washington