

Lily Galbraith

Technical Product Marketing / Community Lead

New York City, NY | [LinkedIn](#)
Legal tech professional focused on AI product adoption, technical documentation, product marketing, and community-led user engagement.

EXPERIENCE

Legal Partnership Executive Darrow AI	Nov 2024 — Present New York, United States
Sales Development Representative Darrow AI (YC W21) Led deployments to law firms and increased product adoption from 35% to 50% within 90 days through tailored training and attorney walkthroughs. Owned the underwriting roadmap, writing requirements and testing product changes. Generated 12 case studies from attorney feedback.	Nov 2024 — Jul 2025 New York, NY
Founding Sales Manager Oma Care (YC W24) Built onboarding workshops for 40+ healthcare accounts, reducing calls per customer from 8 to 3. Created 10 Medicaid training modules for 60+ administrators, cutting onboarding time from 5 to 3 weeks. Generated 20 referrals through weekly office hours.	Feb 2024 — Nov 2024 New York, United States
Investigative Intern Public Defender Service for the District of Columbia Analyzed 12,000+ pages of case materials and body-camera footage to identify a discrepancy that changed defense strategy. Conducted witness interviews for homicide and felony cases. Managed investigations for 12 clients and drafted 14 sentence-reduction memos.	Aug 2023 — Dec 2023 District of Columbia, United States
Federal Legal Clinic Intern New York Legal Assistance Group Streamlined document collection processes with intake tracking, reducing client wait times from 2 weeks to 10 days. Prepared case summaries and identified missing evidence for court filings. Built a ChatGPT directory of 80+ legal organizations to connect clients with counsel.	May 2023 — Aug 2023 New York, United States
Research Assistant The George Washington University	Jan 2023 — May 2023 Washington DC-Baltimore Area
Business Analytics Intern Lanart Rug Inc Identified shipping inefficiencies and implemented carrier software, saving \$40K annually. Optimized a \$90K weekly advertising budget across 50 campaigns, increasing ROAS 20% in 3 months. Launched Fulfillment by Amazon with Excel analysis, driving 15%+ sales growth.	May 2021 — Aug 2021 Montreal, QC

EDUCATION

The George Washington University Bachelor of Science - BS in International Business and Political Science GPA: 3.80; Dean's List for four consecutive years	Sep 2020 — Jun 2024
Lower Canada College Grade: High Honors	

SKILLS

Product Research · Google Analytics · Notion · Confluence · Claude · Codex · Excel · English · French · Spanish · Technical writing · Technical documentation · Product marketing · Community building