

Stephanie Del Paggio

Founder, AI Products & Automation

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AI product builder and startup advisor who ships end-to-end LLM tools and helps companies adopt agent-assisted workflows across operations and customer success.

EXPERIENCE

Founder, AI Products & Automation Studio Felix Advise startups with \$10M+ ARR on AI adoption in supply chain, operations, logistics, and customer service. Built HENRY, an agentic Claude assistant co-pilot for Amazon 1P vendors that combines web search, vision, and deterministic tools for margin analysis and chargeback forensics. Ship LLM tools end-to-end in TypeScript/Next.js including voice-of-customer triage and voice-driven scheduling agents.	Jun 2026 — Present <i>New York, NY</i>
Senior Customer Success Manager & Pricing SME Amazon Grew enterprise and Fortune 500 customers 40–60% YoY with 100% retention, including saving a \$1.5M at-risk account. Scoped and structured a \$30M first-year launch with a publicly traded company, delivering \$20M in revenue first quarter. Identified ML pricing failures spanning 22% of catalog and drove fixes restoring \$38M in margin. Built autonomous chargeback agent recovering \$1.2M in 2 weeks and account-health agent lifting margin 8%.	Mar 2024 — Jun 2026 <i>New York, New York, United States</i>
Founder & CEO Little Bun, Inc. Founded a food-tech company focused on autonomous production machinery, owning product, pricing, forecasting, operations, and GTM. Closed funding from FJ Labs and Untapped Capital by running investor outreach. Partnered with national retail chains across 1,015 doors and sold technology to machine manufacturer, which used the model in a \$75M private equity raise. Automated core production process through 50+ iterations, cutting labor costs 90%.	Jan 2021 — Mar 2024 <i>New York, New York, United States</i>
Senior Associate Program Manager, Global R&D Harry's, Inc. Led 15+ cross-functional product launches with manufacturers worldwide into 20,000+ retailers, representing \$50M in annual revenue and \$15M in cost savings. Scaled distribution 10x across France, Germany, and UK with consumer research-grounded approaches, cutting launch time by 3 months. Aligned Product, Engineering, Operations, and Legal from business case through launch.	Aug 2019 — Dec 2021 <i>New York, New York, United States</i>
Senior Data Science Analyst, AI for Wealth Management Morgan Stanley Used SQL across ~\$3T AUM to power Next Best Action recommendations for 16,000 advisors, lifting weekly deposits 5%. Developed data-driven models to improve advisor decision-making and client engagement.	Mar 2018 — May 2019 <i>New York, New York, United States</i>

EDUCATION

The University of Texas at Austin <i>BBA</i> Plan II Honors, University Honors	Sep 2014 — Jun 2018
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SKILLS

Data Analysis · Research · Program Management · Public Speaking · Product Management · Market Research · Strategy · Writing · Creative Writing · Microsoft Excel · Google Analytics · Microsoft Office · PowerPoint · Salesforce.com · Microsoft PowerPoint · Teamwork · Management · TypeScript · Next.js · SQL · LLM APIs · Anthropic · OpenAI · Claude Code · Cursor · Codex · Function calling · Structured outputs · Evals · Agentic systems · Human-in-the-loop workflows · Supabase · Postgres · Vercel · Pricing strategy · Forecasting · Supply chain · Customer success · Fundraising