

PROFILE

Strategic product leader with 5+ years in SaaS/IoT solutions within 20+ years of cross-industry expertise. Proven track record developing technical products from concept to market success across international markets. Expert in collaborating with UX designers and engineering teams to deliver user-centric solutions with effective performance metrics. Experienced in managing remote teams. Actively building AI expertise as an AiPAD community organizer, exploring emerging tools and use cases for enhanced customer experiences.

EXPERTISE

- Product Strategy & Roadmapping
- SaaS Platform Development & APIs
- Team Leadership & Management
- User Research & Product Discovery
- Data Analytics & Product Metrics
- AI Tools & Product Applications
- International Market Expansion
- Stakeholder Management & Communication

EDUCATION & DEVELOPMENT

ECOLE CENTRALE PARIS
Masters, Technology Management

KEDGE BUSINESS SCHOOL
BA, Business Administration

- AI Product Management: continuous personal development & benchmarking
- IoT Product Manager
- Agile Product Manager and Owner

LANGUAGES & TOOLS

Trilingual: English/ French/ Spanish

Power BI, Hubspot, Figma, Miro
ClickUp/ Asana/ JIRA/ Notion

WORK EXPERIENCE

- 2019-2024 CITYTAPS, Paris, France

Startup - SaaS/IoT solutions for water utilities

Chief Product and Technical Officer (CPTO)

 - Customer-Centric SaaS Development:** Led development of enterprise SaaS platform from concept to market success, conducting direct and remote discovery, resulting in validation with 2 enterprise customers
 - Technical Integrations & APIs:** Coordinated integration projects between SaaS platform and 20+ third-party systems (mobile operators, CRM, billing), collaborating with engineering team to ensure seamless connectivity and enhanced user experience
 - International Product Scaling:** Scaled digital platform to 30+ enterprise clients across 10 countries while maintaining 99.994% uptime through effective feature prioritization and systematic quality improvements
 - Hardware Development:** Led end-to-end development of connected meter from technical specifications to production launch, reducing costs by 25-30%
 - Team Leadership:** Directed cross-functional team of 8 (software, electronics, telecom) implementing effective visual collaboration tools and processes alongside Shape Up methodology, achieving 25% faster delivery cycles
 - Product Metrics & Analytics:** Implemented comprehensive analytics features enabling customers to reduce operational losses by 30% through actionable insights and real-time monitoring
 - Innovation Management:** Secured €140k+ annual R&D funding by defining clear product roadmap aligned with market needs
- 2016-2018 KINETICO, Newbury, OH, USA

Water softeners and filtration systems (Turnover: \$150M)

Senior Product Manager

 - Conducted extensive research and competitive analysis in \$15M markets
 - Spearheaded 10+ product launches in the US and Chinese markets
 - Served as technical expert and trainer for 80+ sales team members
- 2012-2016 TTI Floorcare, Glenwillow, OH, USA

Floor care products - Hoover brands (Turnover: \$900M)

Senior Product Marketing Manager

 - Managed \$150M product portfolio delivering 17% growth
 - Streamlined product development processes through efficient coordination of US/China teams (UX, engineering, commercial, marketing, logistics), slashing time-to-market by 25% and launching a CES award-winning product
 - Conducted in-home user studies, analyzed consumer usage data and market trends to refine product features and positioning, grew market share from 5 to 25% in target category with patented technology innovations
 - Hired and managed two remote Product Managers
- [Earlier experience details available upon request]

Thales DIS (Smart Cards) - Export Sales Engineer

Alstom T&D (Energy) - Purchasing Manager

Motorola (Semiconductors) - Purchasing Manager

Eolia Solutions (Startup Franchise) - Entrepreneur

Mayborn Baby & Child (Consumer Goods) - International Sales Manager