

# Ignacio Rodríguez

Senior Product Manager · SaaS · B2B · APIs & Integrations · AI-Driven Delivery

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## SUMMARY

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Senior Product Manager with a rare combination of deep technical grounding (cloud engineering background) and strategic product leadership. 4+ years shipping SaaS products in B2B environments serving highly regulated enterprises (banking, finance, legal) within an ISO 27001 and SOC2 Type 2 certified organization, spanning APIs, integrations, recruiter tooling, and email infrastructure. Pioneered an AI-assisted delivery model that compressed feature cycle time from 6 months to 2 week while reducing QA defects by ~80%. Known for translating ambiguity into clear roadmaps, aligning cross-functional teams, and driving discovery-to-delivery with speed and precision. Now bringing this toolkit to a larger stage.

## EXPERIENCE

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### EnterpriseAlumni | Product Manager

Nov 2022 – Apr 2026

*ISO 27001 & SOC2 Type 2 Certified*

- Designed and led an AI-assisted delivery model (using tools like Figma Make, V0, Claude, and OpenRouter) that compressed feature cycle time from 6 months to 2 weeks, shipping 6 features in rapid succession with ~80% fewer QA defects vs. prior projects.
- Owned full product lifecycle: discovery, prototyping, stakeholder alignment, roadmap strategy, and release, acting as the connective tissue between a team of 6 (FE, BE, QA, design).
- Led development of public APIs adopted by 6+ enterprise customers for automation and data migration, streamlining offboarding workflows and cutting manual operations significantly.
- Drove discovery and validation for a recruiter portal concept; secured strong interest from 15+ customers through structured demos, validating demand ahead of build.
- Rebuilt the emailing service infrastructure end-to-end, improving delivery reliability, analytics coverage, and cost-efficiency; received direct praise from migrated customers.
- Integrated Zapier and Merge into the platform, expanding self-serve capabilities and eliminating recurring custom engineering requests.
- Reduced customer implementation time from 6 months to ~2 months by acting as technical implementation lead for enterprise onboarding.
- Built and maintained product roadmap, backlog, and mission aligned with business strategy; created training materials and documentation to enable GTM and CS teams.

### EnterpriseAlumni | Pre-Sales Support Engineer

Jan 2022 – Nov 2022

*ISO 27001 & SOC2 Type 2 Certified*

- Supported enterprise sales cycles for highly regulated clients including Bank of America, Wells Fargo, LinkedIn, and PwC, handling demos, DDQs, and technical scoping in compliance-driven environments.
- Authored internal product documentation that became the reference standard for feature usage and customer support.
- Contributed to feature scoping and engineering ticket creation, improving handoff quality and reducing rework cycles.

### Flugel.it | Cloud Engineer

Jul 2021 – Dec 2021

- Delivered an automated VPN + DNS stack (WireGuard + Pi-hole) using Terraform and Ansible, cutting server setup time from 60 minutes to under 10, succeeding where previous efforts over 6 months had failed.

## SKILLS

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**Product:** Discovery & Validation, Roadmapping, PRDs, Stakeholder Management, KPI Definition, Backlog Management, Enablement

**AI & Prototyping:** Figma Make, V0, Claude, OpenRouter, OpenCode, Claude Cowork, used to design and lead AI-assisted delivery workflows

**Delivery:** Agile/Scrum, Stage-Gate Process Design, Cross-functional Leadership, UAT, Release Planning, Quality Gateways

**Technical:** REST APIs, Zapier & Merge Integrations, Email Infrastructure, Terraform, Ansible, WireGuard, VPN/DNS, SQL

**Customer & GTM:** Pre-Sales, DDQ/RFPs, Technical Demos, Solution Scoping, Customer Documentation

**Tools:** Jira, Confluence, Miro, Productboard, Airfocus, Postman, DBeaver, Swagger, Slack

## EDUCATION

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**B.Sc., Computing & Systems Engineering** | UPAEP (2018 – 2023)

## CERTIFICATIONS

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- Advanced Certified Scrum Product Owner (A-CSPO) | May 2024
- Pragmatic Institute, Foundations | Aug 2023
- Certified Scrum Product Owner (CSPO) | Feb 2023
- CCNA: Switching, Routing & Wireless Essentials | May 2022