TED BEATIE
Head of Product & Technology
- Infrastructure & Platform Enablement

Building infrastructure and service-enablement platforms that developers love and enterprises trust, reducing time-to-value and operating cost.

Technology product leader who transforms complex infrastructure challenges into scalable B2B solutions, from cybersecurity platforms serving 40K+ students to fiber networks powering entire municipalities.

Recent wins: cut onboarding time for students from 4 days to 4 hours; automated evaluations saving ~$400k/yr; shipped self-serve multi-cloud environment provisioning and AI enablement MVPs in ~6 months.

Leadership in Action

- **Time to first success:** Reduced TTFS from days to hours with SSO, key management, cost guardrails, and clear documentation.

- **Platform enablement:** Delivered self-serve multi-cloud cybersecurity training lab provisioning, with throttling and cost controls, in 6 months.

- **Cost and reliability:** Automated e2e delivery of global evaluations, almost $400k cost savings, and reduced cloud lab operating costs by 35%.

- **Developer Experience:** Led an early API platform and community (70+ devs), created documentation, and ran product webinars on best practices.

- **Network Operations:** Built tooling for mapping, configuration, and monitoring across 3000+ endpoints, improving visibility and reliability.

Core Skills

- **Infrastructure Operations:** Developing efficient workflows and managing complex projects while keeping internal and external stakeholders aligned.

- **Strategic Execution:** Translating high-level goals into vision-forward actionable roadmaps that drive measurable results and deliver value.

- **Creative Problem Solving:** Tackling platform integration challenges with innovative strategies to unblock technical limitations.

- **Collaboration:** Fostering mutual respect, open communication, and alignment of strengths to achieve shared team goals.

- **Pragmatic Leadership:** Driving cross-functional, systems-oriented environments where tradeoffs are transparent and execution stays on track.

Testimonials

"Ted is one of the best Directors of Product that I've seen. His ability to craft different messages to different stakeholders based on personalities is top notch, as were his presentation skills. Ted was always there to lend a helping hand whenever he could, and he is a very motivational leader."

— Michael T, Chief Marketing Officer

"Ted's understanding of APIs made him the perfect bridge between our developer customers and the business. He defined the strategy and roadmap for technical product delivery. Pairing that expertise with a focus on customer satisfaction made him an invaluable contributor."

— Allison E, Product Director

Let's connect for a 15 minute intro. I can share a one page 30-60-90 tailored to your platform.

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