

TED BEATIE

New York Metro Area ▪ [linkedin.com/in/tcbeatie](https://www.linkedin.com/in/tcbeatie) ▪ tcbeatie@gmail.com ▪ 617-470-7885

SUMMARY

Technical Product leader with 15+ years delivering cloud infrastructure, API ecosystems, and enterprise platform transformations across B2B/B2B2C EdTech, Telecom, and Travel companies ranging from startups to global organizations with \$2.5B in annual revenue. Led platform strategy and architecture for large-scale cloud-hosted systems used by over 50,000 global customers.

Currently seeking Product Leadership roles in cloud infrastructure, technology transformation, workflow orchestration, platform enablement, developer ecosystems, or cybersecurity solutions.

- Negotiated OpenAI educational licensing agreement enabling thousands of students worldwide to obtain ChatGPT and API access on-demand, automating the creation of keys and user authentication and authorization (AuthN/AuthZ).
- Delivered a multi-cloud (AWS/Azure) cybersecurity lab provisioning system, with throttling and cost controls, in 6 months.
- Automated the end-to-end delivery of daily global student evaluations for an EdTech company, saving almost \$400k/year and increasing response rate by 5%.
- Built mapping, configuration, and monitoring systems for a Fiber-to-the-Home (FTTH) network serving over 4,000 homes.

Core competencies: Platform strategy, API ecosystems, enterprise governance, multi-cloud orchestration, AuthN/AuthZ, usage controls, observability, data flows, product delivery at scale, technical roadmapping, integrations, customer onboarding & migration

Technical skills: Lucidchart, Miro, Figma, ChatGPT/Claude, AWS, Terraform, Kubernetes, n8n, Salesforce, Smartsheet, GitHub, Jira

PROFESSIONAL EXPERIENCE

SenseHuman / LaunchBridge

Independent Product & AI Research

New York/Remote

Jun 2025 - Present

Independent product development and AI platform research focused on workflow automation systems, developer tooling, and human-centered AI learning frameworks.

- Built and open-sourced RoleFinder (via LaunchBridge), a multi-user AI-driven signal discovery platform processing ~150 job postings daily through automated data ingestion, configurable LLM evaluation, and ranked digest delivery.
- Investigating human-first AI learning frameworks (via SenseHuman) to reinforce discernment and cognitive resilience in response to emerging LLM research.
- Applied shared design principles across projects: modular architecture, configurable policy layers, observability-first workflows, governance guardrails, and cost-aware system design.

SANS Institute

Director of Technical Product Management, Cybersecurity Courseware Delivery

New York/Remote

Mar 2021 - May 2025

The SANS Institute is a global B2B/B2C Cybersecurity Training Platform (EdTech) with 1,500 employees in 5+ countries generating over \$50M in annual revenue. Alumni includes 400,000+ students. Laid off due company-wide restructuring.

- Reported to the Head of Product and overhauled enterprise architecture, helping to transform SANS from an event-based cybersecurity training firm into a content-driven B2B SaaS technology company, allowing the company to scale globally and diversify 50% of its income.
- Directed 3 engineering teams and coordinated cross-functional workstreams spanning curriculum development, operations, sales, marketing, legal, and finance/accounting, as well as technology/service vendors.
- Established on-demand cloud provisioning to enable registered, paying students to spin up temporary AWS or Azure “cyber ranges” powering 10+ custom training environments, as well as iOS and Android forensics.
- Streamlined course evaluation process by cleaning up source data and automating deployment of class-specific surveys via Slack, saving almost \$400,000/year and boosting response rate by 5%.
- Led licensing integrations of OpenAI ChatGPT and 10+ third-party tools via direct APIs and Smartsheets.
- Set up FedEx for US and global shipment tracking and DHL for EU/UK (the second largest global market accounting for 30% of revenues) to significantly decrease support calls and enhance customer experience.
- Secured distributor agreement with VMware to streamline student access to Windows and Linux machines.

OpenFiber / Open5G
Head of Product

Emeryville, CA
May 2018 - Mar 2021

OpenFiber was a small B2B2C FTTH Network Management Solution startup providing fiber technology and installation services.

- Advised the COO and developed network configuration management and visualization tools to monetize regional open-access data networks. Mapped data architecture and guided product development.
- Directed 6 engineers and systems analysts through the Agile development of core platform, network, and provisioning automation, incorporating design, testing, deployment, and support.
- Conducted data integrity audits of geolocation data from home routers/gateways, IP addresses, and sales performance metrics across over 4,000 endpoints.
- Developed DTC upsell strategy and referral channels via Sling and Ooma to strengthen product competitiveness.

Travelport
Technical Product Manager, Infrastructure & Integrations

Oakland, CA/Remote
Dec 2011 - May 2018

Travelport is a global B2B travel technology company partnering with agencies and travel providers to empower millions of travellers with searching and booking services. The company has 3,500+ employees and \$2.5B+ in revenue.

- Reported to Director of Product Management (API Platform) as one of 6 Technical Product Managers focused on Back-end Systems and API Services.
- Governed development of systems, web services, and connectivity for RESTful APIs used to connect 65,000 online travel agencies (OTAs) in 165 countries to Travelport's best-in-class GDS search, pricing, and profiling technologies.
- Coordinated cross-functional workstreams spanning Enterprise Architecture, Engineering, Operations, API Support, Billing, and Legal.
- Mapped out data architecture connecting customer portals, third-party databases, provisioning systems, and structured revenue-share reporting between carriers, agents, and Travelport handling 200M+ bookings per year.
- Continuously improved product features, UI/UX, tutorials, and reference docs by collecting and translating user requirements, complaints, and requests pulled from the developer community.
- Championed transition from SOAP to REST/JSON and helped roll out Scaled Agile Framework (SAFe).
- Served as product SME, thought leader, and evangelist at hackathons and industry events such as API World, TNooz THack, OpenTravel Alliance, and customer/partner sales conferences.
- Moderated community of 70+ application developers, including top 10 vendors in the industry.

Growing Energy Labs, Inc (GELI)
Director of Product Operations

San Francisco, CA
Jan 2011 - Mar 2012

GELI began as an energy storage then management application OS with 10+ employees (acq. by Hanwha Q Cells in 2020).

- Recruited by the CEO to build, brand, and integrate smart battery storage units, including product demos, website, and PR/marketing materials for an early-stage San Francisco cleantech startup.
- Drove business development strategy and market research to boost the reach and impact of core products Geli Energy Computer, Geli EOS, and Geli GENI – used for microgrid management.
- Led build process for smart battery prototype, including infrastructure, firmware, and product integrations.
- Submitted MVP for Cleantech Open business competition, placing in Top 5 which improved public awareness and prompted leadership to focus exclusively on licensing its energy management software.

ADDITIONAL EXPERIENCE

ITA SOFTWARE (acq. by GOOGLE): Senior Systems Engineer, Air Shopping & Pricing Engine	2006-2009
PERMABIT (acq. by RED HAT): Senior Systems Engineer, Data Storage Solutions	2002-2005
INTO NETWORKS: Senior Network Analyst, Streaming Content	2000-2002

EDUCATION

Practical Product Management – Pragmatic Marketing Institute
Business Essentials Accelerator – Learning @ Morning Brew
Project Management Certificate – University of California, Berkeley Extension, Berkeley, CA
Computer Science Studies – Suffolk University, Boston, MA