

TED BEATIE

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SUMMARY

Technical Product Leader with 15+ years delivering cloud infrastructure, API ecosystems, and enterprise platform transformations across B2B/B2B2C cybersecurity, telecom, and travel companies, ranging from early-stage startups to organizations with \$2.5B in annual revenue. Led strategy and architecture for large-scale cloud-hosted systems serving over 50,000 users worldwide yearly.

Currently seeking Product Leadership roles in cloud infrastructure, technology transformation, cost and usage governance, AI/LLM agentic pipeline orchestration, HITL frameworks, platform enablement, developer ecosystems, and cybersecurity solutions.

- Led OpenAI LLM integration, with per-student API key provisioning, usage cap enforcement, and IdP-initiated SSO logins for more than 20 cybersecurity courses.
- 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 4,000+ homes.
- Led the product initiative to build a RESTful API platform for travel search and booking, serving 65,000 travel agencies.
- Shipped RoleFinder, an open-source multi-tenant LLM pipeline, processing ~350 companies daily for over 30 users.

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

Technical skills: ChatGPT/Claude/Code/Cowork, MCP, n8n, AWS, Terraform, Kubernetes, GitHub, Jira, Figma, Salesforce, HubSpot

PROFESSIONAL EXPERIENCE

SenseHuman / LaunchBridge Independent Product & AI Systems Builder

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 ~350 companies 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 to counter LLM over-reliance.
- 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/B2B2C Cybersecurity Training Platform (EdTech) with 1,500 employees in 5+ countries generating over \$50M in annual revenue. Alumni include 400,000+ students. Laid off due to 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, serving over 50,000 global annual users, and diversifying 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.
- Led OpenAI LLM integration with SSO-enabled ChatGPT, per-student API key provisioning, and usage governance.
- Established on-demand self-service cloud provisioning to enable registered, paying students to spin up temporary AWS or Azure cyber ranges powering 28 custom training environments, as well as iOS and Android forensics.
- Streamlined course evaluation process by automating deployment of class-specific surveys via Slack, saving almost \$400,000/year and boosting response rate by 5%.
- Built integrations for over a dozen third-party cybersecurity tools via direct APIs and Smartsheets.
- Integrated FedEx and DHL for global shipment tracking, reducing support calls and improving 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
AI Product Management – Maven (Marily Nika)
Business Essentials Accelerator – Learning @ Morning Brew
Project Management Certificate – University of California, Berkeley Extension, Berkeley, CA
Computer Science Studies – Suffolk University, Boston, MA