TED BEATIE

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SUMMARY

Technical Product Manager with 15+ years delivering cloud infrastructure, API ecosystems, and enterprise platform transformations across B2B/B2B2C cybersecurity, telecom, travel, and other highly regulated domains, from early-stage startups to organizations with up to $2.5B in annual revenue. Led product strategy and systems architecture for large-scale cloud platforms serving over 50,000 users worldwide each year.

Systems-minded product leader known for seeing the whole system, identifying non-obvious leverage points, and turning complex challenges into practical, scalable solutions. Combines creative problem-solving with dependable execution to modernize architecture, automate workflows, reshape product delivery, and create measurable business value.

- 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 ~400 companies daily for over 30 users.

PROFESSIONAL EXPERIENCE

LaunchBridge — **New York/Remote**
Independent Product & AI Systems Builder — **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, a multi-user AI-driven signal discovery platform processing ~400 companies daily through automated data ingestion, configurable LLM evaluation, and ranked digest delivery to over 30 job seekers.
- Investigating human-first AI learning frameworks that reinforce discernment and cognitive resilience.
- Applied shared design principles across projects: modular architecture, configurable policy layers, observability-first workflows, governance guardrails, and cost-aware system design.

SANS Institute — **New York/Remote**
Director of Technical Product Management, Cybersecurity Courseware Delivery — **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 **Emeryville, CA**
Head of Product **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 **Oakland, CA/Remote**
Technical Product Manager, Infrastructure & Integrations **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.
- Led 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.
- 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) **San Francisco, CA**
Director of Product Operations **Jan 2011 - Mar 2012**

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

- 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.
- 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

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