

Director of Product Management

Accomplished and tech-savvy professional with extensive AI experience in directing all facets of Product Management, integrating business needs and requirements into product planning and operations.

Proven track record of creating ground-breaking products, AI Transformation and converting on-premise solutions to the cloud, including collaborative AI driven cloud solutions in the energy and engineering sectors. Recognised for developing innovative solutions, reducing customer operational expenses, increasing productivity, and overseeing multidisciplinary teams. Demonstrated expertise in driving innovation, managing technology resources, and delivering solutions aligned with business objectives. Adept at mitigating risks and proposing scalable solutions to enable growth. Stays up-to-date with industry trends and support for regulatory changes to enhance organizational performance, streamline processes, and optimize outcomes.

Areas of Expertise

- Product Lifecycle Management
- AI Transformation
- Team Development and Leadership
- Energy & Utilities industry business cases
- EPC industry business cases
- Data Standards (e.g. ISO15926, ISO19650)
- Business Use Case and Requirements gathering
- Software Architecture
- Regulatory Compliance
- Strategic Planning & Execution
- Agile Methodologies
- Application Design Principles
- Key Performance Indicators
- Relationship Building

Accomplishments

- Developed an Azure based AI solution for extracting and cleaning engineering information from Legacy data using Machine Learning, VLMs and LLMs, working with offshore development teams.
- Developed innovative tech solutions, deployed across 24 of top 25 global energy firms, 120k clients, and millions of end-users.
- Accomplished highly complicated changes, whilst cutting customer operational expenses by 50% and increasing productivity by 30%, overseeing multidisciplinary teams.
- Maximised the advantages of cloud computing and AI led capabilities as a highly sought-after proponent of conceiving and creating next-generation collaborative cloud technologies for engineering applications.

Career Experience

Director of Product Management, **Kinsmen Group, UK based** Jun 2023-present

Collaborated with the business and customers on product requirements. Worked with an offshore development team to develop an industrial-scale engineering data extraction and review solution built around Azure AI technologies and trained Machine Learning models, with CFIHOS / CDE standard RDL data insights and agent-based Chat integration. Sold to large energy, utilities, and pharma companies as part of the initial roll-out.

Focus on data insights to support project turnover and legacy data integration with BIM and CFIHOS standards

Director of Product Management, Energy & Engineering Solutions, **OpenText, Reading, UK** Feb 2012 – Jun 2023

Product Management responsibility for the portfolio of engineering solutions from OpenText on the Documentum, Content Suite/xECM and Core cloud platforms

Led the product team creating innovative engineering business solutions by establishing developer APIs, external collaboration interfaces, and BIM capability. Built development teams to create successful products utilised across world.

- Produced more than \$100M in industry-related income by distributing products for the energy, engineering and construction sectors worldwide.
- Generated multimillion-dollar agreements and delivered smooth experiences to clients by cooperating with cross-functional teams to connect Energy & Engineering product suite with critical enterprise applications, including SAP, Maximo, Autodesk, and Bentley.
- Increased productivity, reduced customer costs by 50%, and successfully migrated on-premise solutions to cloud-based environments by creating and implementing strategic plans for energy and engineering portfolio.

- Accomplished goals and influenced change by collaborating across various departments.

Head of Professional Services EMEA, **Sword CTSpace, London, UK**

Jan 2011 – Feb 2012

Supervised successful delivery of consulting services through effective customer engagements and management. Implemented project plans effectively by conducting requirements analysis for project and defining milestones.

- Boosted revenue 30% by overseeing professional services team's growth.
- Reduced time-to-value for consumers by 20% as consequence of modernising deployment procedures through utilisation of agile methodology.

Additional Experience

Presented to MIT on AI Roadmapping Nov '24 and Jan '25

Principal Consultant, **EMC, London, UK.** 2006 to 2011

Founder & CEO, **Jario LTD, Glasgow, Scotland.** 2004 to 2006

Co-Founder & CTO, **CADspace/ McLaren, Glasgow, Scotland.** 1995 to 2004

Senior Consultant, **Intergraph (UK).** 1990 to 1995

Education:

Bachelor of Sciences (Hons) in Agricultural Engineering, Cranfield University, Cranfield, Bedfordshire

MSc Computer Aided Engineering, Northumbria University, Newcastle-upon-Tyne