

# ETIENNE LESCOT

Technical and Product Director - SaaS, IoT, AI

## CONTACT

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## PROFILE

Technical and Product Director with over 15 years of experience in designing SaaS platforms. I operate at the intersection of product vision, cloud architecture, and user experience, with specific expertise in IoT solutions.

## SKILLS

- **Product Vision and Strategy :**  
Product vision definition, roadmap management, lifecycle management (design, deployment, optimization), product/technical strategic alignment
- **User Experience and Design :**  
UX/UI direction, customer journey design, multi-device interfaces (mobile, web, physical kiosks)
- **IoT Solutions and Indoor Geolocation :**  
Localization technologies, interactive mapping, smart contextual notifications
- **Technical Architecture and Direction :**  
Cloud SaaS architecture (AWS, Kubernetes, Scaleway), scalability, multi-instance, infrastructure as code, monitoring
- **Artificial Intelligence and Automation :**  
Conversational AI (LLM, AWS Bedrock, Langchain), RAG (Retrieval-Augmented Generation), customer journey automation, context analysis
- **Management and Leadership :**  
Leadership of multidisciplinary teams (dev, UX, product), agile methodology, CI/CD, DevOps, R&D profitability optimization

## PROFESSIONAL EXPERIENCES

### Fractional CTO & Co-founder (2022-2025)

Technical and product support for early-stage startups + Open Source Projects

#### Maintained Open Source Projects

**Stimm Platform** *Stack: Voice AI, WebRTC, real-time processing* [github.com/stimm-ai/stimm](https://github.com/stimm-ai/stimm)

Open source platform for AI voice agents. Ultra-low latency AI pipeline orchestration for real-time conversations over WebRTC.

**n8n-as-code** *Stack: n8n, VS Code extension, AI workflow generation* [github.com/EtienneLescot/n8n-as-code](https://github.com/EtienneLescot/n8n-as-code)

Bidirectional n8n - VS Code synchronization. AI-driven workflow generation and GitOps. Stop clicking, start coding.

#### CTO & Co-founding Missions

**Saraé (2024-2025) - Co-founder & CTO** Sector: Architecture & Services

- Cloud strategy (AWS), conversational AI integration, business process automation
- **SARAE Project - Customer Platform and Conversational AI**: Product roadmap definition, AI integration (RAG, LLM) for call analysis and customer journey automation, cloud-native AWS architecture, multi-instance CI/CD, infrastructure cost reduction and continuous performance improvement

**Exalgo (2022-2023) - Co-founder & CTO** Sector: AI & Software Development

- R&D leadership and definition of technological and product vision for the SaaS platform
- Management of cloud-native infrastructure strategy (Kubernetes, DevOps, CI/CD), ensuring scalability
- Leadership of technical performance and service security
- **Exalbot Project - Cloud-Native AI Chatbot (SaaS)**: Development of conversational chatbot engine (Python, Langchain, LLM), RAG architecture for contextual response enrichment, roadmap definition and AI integration strategy, cloud infrastructure (Kubernetes, ArgoCD, Scaleway), multi-environment deployment, performance optimization

**CTO - Leni (2019-2022)** Sector: Event Technologies and IoT Solutions

- Leadership of an R&D team (10 people), recruitment management
- Leadership of SaaS product portfolio (AppKiosk, Youslide): roadmap, UX/UI, architecture, product/technical alignment
- Supervision of global cloud architecture, DevOps strategy (CI/CD), and technical quality
- **AppKiosk Project - SaaS IoT Platform** : Product transformation (transition from a custom project model to an industrialized no-code platform), ROI and Scalability (drastic reduction in production costs -90%, deployment capacity for 100+ events, 50,000 users per event), 360° Leadership (product roadmap, cloud architecture, UX/UI direction, multi-client monitoring). IoT Module and Mobigéo Mapping including iconic Printemps Haussmann (Paris) deployment with physical interactive kiosks and mobile application in collaboration with JCDecaux (hardware), features: indoor geolocation, in-store routes, smart contextual notifications, technical integration of Polestar SDK (Bluetooth LE) for indoor localization and contextual services. Other deployments: professional trade shows (Bourget), corporate campuses (Crédit Agricole)

## **Founder - Development Studio (2007-2019)** Sectors: Healthcare, Luxury, Events, Services

- **Technologies:** React, Angular, Node.js, JavaScript, SQL, MongoDB, AWS, Docker, CI/CD, PHP, REST API, mobile development (iOS, Android), Unity 3D
- **DigitecPharma Project (2017-2019) - B2B2C SaaS Healthcare Platform** : Co-design of the product with business (vision, UX/UI, features) for a complex ecosystem (1000 pharmacies, 30+ groups, 300K patients), technical and UX/UI direction, leadership of SaaS architecture and mobile applications (iOS, Android), design team management
- **Unity 3D Serious Game:** Design and development of an interactive road safety campaign for public organization (client anonymized)
- **Innovative Digital Campaigns:** Creation of web and mobile platforms for advertising campaigns of major international luxury brands (clients anonymized)
- End-to-end leadership of web and mobile projects as an external consultant for large accounts and mid-sized companies
- Client relationship management, needs analysis, design (architecture, UX/UI), and team management
- Ensuring commitments are met (costs, deadlines), and mission profitability

## **EDUCATION**

- BTS Logistics, ESPL, Angers, 2005
- Self-taught and Technological Watch (2007 - Present): Continuous learning of cloud technologies, AI, SaaS architecture, participation in technical conferences, active monitoring of sector developments

## **LANGUAGES**

- French - Native
- English - B2 Advanced level

## **INTERESTS**

- **Boxing:** Discipline and self-improvement
- **Home Automation and IoT:** Home Assistant, Zigbee, AI Assistant with extended context to home sensors, active technological watch
- **Real Estate Renovation:** Technical constraint management and creativity