

# ETIENNE LESCOT

TECHNICAL & PRODUCT DIRECTOR • SAAS, IOT & AI

## CONTACT

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## PROFILE

Technical & 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 & Strategy

Product vision definition, roadmap management, lifecycle management (design → deployment → optimization), product/technical strategic alignment

### > User Experience & Design

UX/UI direction, customer journey design, multi-device interfaces (mobile, web, physical kiosks)

### > IoT Solutions & Indoor Geolocation

Localization technologies, interactive mapping, smart contextual notifications

### > Technical Architecture & Direction

Cloud SaaS architecture (AWS, Kubernetes, Scaleway), scalability, multi-instance, infrastructure as code, monitoring

### > Artificial Intelligence & Automation

Conversational AI (LLM, AWS Bedrock, Langchain), RAG (Retrieval-Augmented Generation), customer journey automation, context analysis

### > Management & Leadership

Leadership of multidisciplinary teams (dev, UX, product), agile methodology, CI/CD, DevOps, R&D profitability optimization

## STRATEGIC PROJECTS & ACHIEVEMENTS

### > AppKiosk (2019–2022) — SaaS IoT Platform

**Product transformation:** Transition from a custom project model (several days of dev per deployment) to an industrialized no-code platform.

>> **ROI & 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**

>> **Iconic Deployment:** Complete project leadership for Printemps Haussmann (Paris) — physical interactive kiosks (still in place) and mobile application, in collaboration with JCDecaux (hardware). Features: indoor geolocation, in-store routes, smart contextual notifications.

>> **IoT & Geolocation:** Technical integration of Polestar SDK (Bluetooth LE) for indoor localization and contextual services.

>> **Other Deployments:** Professional trade shows (Bourget, etc.), also deployed on corporate campuses (Crédit Agricole).

### > Exalbot (2022–2023) — Cloud-Native AI Chatbot (SaaS)

>> **Design & AI:** Development of conversational chatbot engine (Python, Langchain, LLM), RAG architecture for contextual response enrichment.

>> **Product Leadership:** Definition of roadmap and AI integration strategy.

>> **Infrastructure & DevOps:** Cloud architecture (Kubernetes, ArgoCD, Scaleway), multi-environment deployment, performance optimization.

### > DigitecPharma (2017–2019) — B2B2C SaaS Healthcare Platform

>> **Design & Product Vision:** Co-design of the product with business (vision, UX/UI, features) for a complex ecosystem (1000 pharmacies, 30+ groups, 300K patients).

>> **Technical & UX/UI Direction:** Leadership of SaaS architecture and mobile applications (iOS, Android), design team management.

### > SARAE (2024–2025) — Customer Platform & Conversational AI

>> **Product & AI Strategy:** Roadmap definition, AI integration (RAG, LLM) for call analysis and customer journey automation.

>> **Cloud-native Architecture:** Implementation of AWS infrastructure, CI/CD, multi-instance environments.

>> **Optimization:** Reduction of infrastructure costs and continuous performance improvement.

## PROFESSIONAL EXPERIENCES

### > CTO - Saraé (2024-2025)

Sector: Architecture & Services

- IT strategy leadership (cloud, AI, automation), product roadmap definition.

### > CTO - Exalgo (2022-2023)

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.

### > CTO - Leni (2019-2022)

Sector: Event Technologies & 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.

### > Lead Dev & Project Manager - Freelance (2007-2019)

Sectors: Luxury, Automotive, Insurance, Healthcare, Architecture

- End-to-end leadership of web & mobile projects as an external consultant for large accounts and SMEs.
- Client relationship management, needs analysis, design (architecture, UX/UI), and team management.
- Ensuring commitments are met (costs, deadlines), and mission profitability.

## LANGUAGES

> French - Native

> English - B2 Advanced level

## INTERESTS

> Boxing: Discipline and self-improvement.

> Home Automation & IoT: Home Assistant, Zigbee, AI Assistant with extended context to home sensors, active technological watch.

> Real Estate Renovation: Technical constraint management and creativity.