

Lionel Landucci

Senior Product Manager • Head of Sensors



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Summary

Senior Product Manager / Head of Sensors for connected devices & data products. Owns portfolio and 12–18 month roadmaps across hardware, firmware, data, test, and operations.

Managed fleet of **30k devices** over **20+ clients**, **CHF 1.6M annual turnover**.

Reduced false positives **90%** (ML), saved **CHF1M**, secured **CHF3M** order, leads a team of **4FTE**.

Skills & Tools

- **Product Strategy & Delivery:** Roadmapping (12–18 mo), Portfolio and Project mgmt, Stage-Gate, Risk & dependency mgmt, Vendor & contract mgmt, Forecasting & inventory, OKRs
- **Software & Platforms:** Cross-functional delivery with backend, frontend & mobile, Microservices & event-driven systems, Complex event/trigger engines, OTA services & rollout policies, Time-series & telemetry dashboards
- **Data Platform & Analytics:** SQL, Python, Apache Superset, Time-series analysis & anomaly detection
- **Quality & Compliance:** QMS/ISMS, ISO 9001, ISO 27001, Regulatory compliance (CE/RED, RoHS/REACH/WEEE), Supplier Quality, Reliability & environmental testing (shock/vibration, **IP67/68**)

Working Experience

Nexxiot AG — Head of Sensors (Zurich, CH) Jan 2024 - Present

Nexxiot is a TradeTech company enhancing global transportation with real-time visibility and analytics.

- Lead a team of **4FTE** and own **multiple device portfolio & 12–18-month** roadmap, coordinate hardware/firmware/data/test/ops and suppliers through stage-gates.
- Built **fleet-health KPI dashboards** (SQL, Python), improved performance and reduced DOA/RMA rates across regions.
- Deployed **ML-based event classification** to production, cutting false positives **90%** and saving **CHF1M**.
- Orchestrated **OTA update service** with staged rollouts and automated rollback to reduce release risk.

Nexxiot AG — Product Owner, Hardware (Zurich, CH) Jul 2020 - Dec 2023

- Owned the **hardware portfolio** for customer-facing sensor services, partnered with backend, API, web & mobile teams on end-to-end solutions.
- Led a **security-grade cargo monitoring device** from requirements to pilot/validation → market, secured a **multi-million-CHF** project order.

Nexxiot AG — Solution Manager (Zurich, CH) Oct 2019 - Jul 2020

- Managed development and launch of a **connected device for regulated cargo**, coordinated engineering, operations, and customer pilots.

Nexxiot AG — Project Manager (Zurich, CH) Feb 2019 - Sep 2019

- Built **QMS** and **ISMS** foundations, supported **ISO 9001/27001** audits across teams and locations.
- Coordinated international shipments and logistics, ensuring on-time delivery and compliance.

Education & Qualifications

- **BA, Art History** — University of Zurich (2015 - 2018)
- **Swiss Armed Forces, Tank Driver** — compulsory service (2013 - 2014)
- **Matura, Science & Mathematics** — Kantonsschule Schaffhausen (2009 - 2013)

Languages & Availability

- **Languages:** German (native), English (fluent), French (advanced)
- **Availability:** 3 months' notice