

# Lionel Landucci

Product Lead



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## Profile

- Product Lead with more than 6 years of experience in developing, scaling and evolving complex products in regulated enterprise environments
- End-to-end responsibility for product ownership from vision and roadmaps to prioritization, operations and continuous improvement
- Accountable for CHF 1.6M annual revenue as well as securing and delivering multi million CHF enterprise contracts
- Prevented write-offs exceeding CHF 1M through data driven and ML based product decisions
- Extensive experience working across departments and translating business needs into actionable product solutions

## Skills

- Product ownership, product management, product vision, roadmap planning, backlog management, prioritization
- Stakeholder management, requirements management, cross functional collaboration
- Portfolio and lifecycle management of complex products
- Platform and API based product development, data driven products
- Definition of KPIs, product metrics, analytics, data driven decision making
- SQL, Python, anomaly detection, ML based classification models
- Jira, Confluence, analytics and BI tools
- Product development in regulated environments
- Release, rollout and operations management, monitoring, incident and performance management

## Experience

### **Nexxiot AG, Product Lead (Head of Sensors) | Zurich | Jan 2024 – Present**

Nexxiot delivers IoT and data solutions for the global rail and logistics industry.

- Overall responsibility for direction, economics and performance of multiple sensor product lines with annual revenue of > CHF 1.6M
- Prioritizes strategic initiatives while balancing risk, customer value and scalability
- Functional leadership of distributed teams across engineering, data and operations
- Central contact for technical and operational escalations in active customer fleets
- Introduced ML based classification service that prevented write-offs of more than CHF 1M

- Established and used fleet wide product metrics and KPIs to drive prioritization and continuous improvement

## Nexxiot AG, Product Owner Hardware Integration | Zurich | Jul 2020 – Dec 2023

- Product responsibility across the full value chain from hardware, firmware and connectivity to backend, APIs as well as web and mobile applications
- Gathered and structured technical requirements in close collaboration with teams from embedded, cloud, frontend and data
- Coordinated implementation, integration and acceptance across multiple system components
- Responsible for development and successful market launch of a safety relevant product within a CHF 4M enterprise contract

## Nexxiot AG, Solution Manager | Zurich | Oct 2019 – Jul 2020

- End-to-end coordination of development and market introduction of an IoT Sensor
- Interface between business, engineering and operations
- Supported product definition, go to market and further evolution of existing solutions
- Aligned customer requirements with technical implementation and operational execution

## Nexxiot AG, Project Manager | Zurich | Jun 2018 – Sep 2019

- Managed complex product and delivery programs
- Established and built quality management and information security systems
- Prepared and Supported multiple ISO 9001 and ISO 27001 audits
- Coordinated international supply chains and external partners
- Improved internal processes across project, product and logistics workflows

## Education

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- Bachelor of Arts, University of Zurich (2015–2018)
- Matura, Kantonsschule Schaffhausen (2009–2013)

## Languages

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- German (native)
- English (fluent)
- French (advanced)

## Availability

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- Notice period: 3 months