

Lucas J. Laibly

(206) 741-4014 • BOSTON, MA • lucaslaibly1@gmail.com • lucaslaibly.com

Entrepreneurially minded, technically skilled product manager with a record of delivering scalable API integrations and enterprise SaaS solutions by translating complex requirements into impactful products that thrive in fast-paced, ambiguous environments.

PERSONAL PROJECT

Vigil: Project aimed at exploring gaps in existing agentic infrastructure. API middleware layer evaluates policy adherence and threshold tolerance for A2A conversations prior to final decision being logged.

PROFESSIONAL EXPERIENCE

Informa TechTarget • BOSTON, MA • MARCH 2024 – PRESENT

Product Manager

- Expanded API-based integrations in Priority Engine by 30%, enabling greater connectivity with enterprise SaaS ecosystems.
- Developed an early-adopter program framework for eager clients to validate new connectivity features, shortening feedback cycles from unknown timelines to 6 weeks.
- Designed and executed GTM strategy for third-party integration launch, training customer-facing teams and early adopters alike.
- Owned and maintained a 1-year integration roadmap, balancing customer demand, technical feasibility, and evolving business strategy.
- Co-led bi-weekly meetings to educate team members on AI-enablement opportunities, emphasis on prototyping tools (like v0) to iterate faster.
- Built and demoed API-driven proof-of-concepts to showcase technical capabilities and inform leadership about what innovations could be built for paying customers.
- Managed GenAI supported features and functionality in platform (Informa TechTarget IntentMail).

Simon-Kucher Engine • BOSTON, MA • JUNE 2022 – FEBRUARY 2024

Manager, Software Engagements (promoted from Senior Product Manager)

- Directed delivery of a \$1.8M enterprise SaaS integration project, coordinating global development teams.
- Built and launched a data-driven insurance sales advisor tool that increased conversion rate by 70% within 14 weeks.
- Acted as technical consultant for banking and insurance SaaS solutions across North America.
- Managed stakeholders at every level within businesses across 3 different continents, and 5 different countries.

Clarent (previously Bateau) • SEATTLE, WA • OCTOBER 2021 – MAY 2022

Fullstack Engineer

- Partnered with business stakeholders to implement client-driven product requirements, enabling 30% customer growth.
- Developed an API-integrated executive dashboard that consolidated performance data across business units, increasing user engagement by ~20%.

Delta Defense • WEST BEND, WI • JULY 2021 – OCTOBER 2021

Product Owner (B2B Platform) / Tech Lead

- Defined B2B platform strategy, aligning business needs with technical capabilities to extend industry reach.
- Led development of a multi-tenant SaaS platform supporting 3,000+ partner businesses through streamlined communication and coordination.
- Built and deployed custom workflow automation saving 1,000+ annual working hours.
- Built endpoint connections off of a custom PHP Laravel wrapper framework to a GraphQL Mesh layer for Organizations API, enabling immediate data access across web and mobile platforms.

EDUCATION

University Of Wisconsin – Madison • Bachelor of Science • Computer Science, 2019