

# BARRY LEYBOVICH

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## EXPERIENCE

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### Bank of America

Jersey City, NJ

Product Manager, Automation (Contractor)

June 2019 - Present

- Spearheaded an automation and self-service initiative by the Real Time Communications Managing Director
- **Designed automation of Bank of America's communications infrastructure** – led the automation roadmap to improve service, improve asset management, and decrease time to provision for America's largest call center, and for one of the world's largest trading floors
- Indirectly managed 2 product architects, 2 systems engineers, and 4 developers

### IPC Systems

London, UK; Jersey City, NJ

Product Manager, Cloud Services

March 2015 – June 2019

- **Launched IPC's first cloud portal** – product managed and launched the customer portal which allowed customers to manage their estate, purchase additional services, and more
- Championed a DevOps culture with improved test coverage, automation, CI/CD, and more frequent deliveries
- Created an extensive library of runbooks and reports to enable our operations team to support customers
- Indirectly managed a team of 16 developers and quality assurance engineers, and two product owners

Product Manager, Compliance

- Created a business case to justify the creation of a new line of business and product portfolio expected to bring in \$75MM+/year within 5 years which helped advise IPC's acquisition of Etrali Trading Solutions
- Presented on strategy to senior leadership, C-suite, and board members to gain support for new initiatives
- Engaged with a broad cross-functional team to manage multiple New Product Introductions
- **Led multiple partnership negotiations**, closing multiple major OEM agreements to support strategic initiatives.
- Indirectly managed a team of 12 developers and quality assurance engineers, and directly managed a product architect

Product Manager, APIs

- **Grew IPC's API Revenue 3x** – grew API revenue three-fold by securing and meeting commitments to strategic customers, segmenting customers and evangelizing to segments with high growth potential, and partnering with third-party developers and firms.
- Regularly engaged with customers to present product roadmap, participate in application ideation workshops, and solicit feedback, generating measurable enthusiasm throughout the customer base
- Indirectly managed a team of 8 developers and quality assurance engineers

## EDUCATION

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London Business School Executive Education

November 2017

Coursework: Finance for Non-Finance Executives

Columbia Business School Executive Education

April 2016

Coursework: Persuasion: Influencing Without Authority

Johns Hopkins University Bachelor of Science

May 2013

Biomedical Engineering, Honors (Accelerated)

## ACTIVITIES

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The University of Pennsylvania

Research Assistant, Superforecaster: Good Judgments Lab

The Johns Hopkins University Alumni Association, UK

Co-President, Treasurer