

Bryant Asprilla

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Professional Summary

Senior Product Leader with 8+ years driving SaaS product strategy, execution, and innovation in Governance, Risk, and Compliance (GRC) and other highly regulated industries. Proven track record leading global cross-functional teams, building multi-year product roadmaps, and delivering compliance-focused solutions for financial services, healthcare, and third-party risk management. Adept at aligning technology with evolving regulatory requirements, optimizing operational workflows, and achieving measurable business outcomes including ARR growth, client retention, and market expansion.

Core Competencies

- Governance, Risk & Compliance (GRC) SaaS
- Know Your Customer (KYC) & Customer Due Diligence (CDD)
- Anti-Money Laundering (AML) & Sanctions Screening
- Product Strategy & Roadmap Ownership
- Go-to-Market Enablement & Sales Collaboration
- Product Positioning, Pricing & Market Segmentation
- Regulatory Requirements & Audit Compliance
- KPI Tracking & Revenue Growth
- Vendor Management & Contract Negotiation
- AI/LLM Product Innovation

Experience

Director of Product - CDD

AML RightSource

June 2024 - Present
Varna, Bulgaria (Remote)

- Lead a 20-person cross-functional engineering team managing five KYC/CDD products and customer due diligence products, contributing ~\$6M in annual recurring revenue; serve as a key strategic partner to sales, customer success, solutions, and account management teams.
- Defined and implemented the organization's first strategic product roadmap, creating alignment across engineering, sales, and executive stakeholders; launched quarterly business reviews to strengthen client relationships and drive retention.
- Championed enterprise-wide adoption of Large Language Model (LLM) technology by shaping product strategy around emerging AI capabilities; drove go-to-market enablement through client demos, onboarding materials, and strategic consultations.
- Addressed critical product gaps through market analysis and feature innovation, including BI reporting via Amazon Redshift integration and an embedded Case Management framework, enhancing customer insights and workflow efficiency.
- Own vendor strategy for third-party data sources, including contract negotiations, invoice oversight, source evaluation, and long-term partnership management.
- Accountable for the review and response process for RFPs and tenders from prospective clients, ensuring technical accuracy, competitive differentiation, and alignment with product capabilities.

Senior Product Manager

AML RightSource

Dec 2022 – Jun 2024
Varna, Bulgaria (Remote)

- Launched the first production roll-out of NLP in our continuous monitoring product and conceptualized the first user-facing features utilizing LLM technology, which saw a 100% adoption rate across our existing customers within 6 months.
- Implemented UI-focused improvements in our media monitoring solution, resulting in a 27% increase in efficiency for end users reviewing adverse articles.
- Coordinated the development and launch of the organization's first internal tool for tech-enabled managed services, streamlining internal processes, and improving service delivery.

Senior Product Owner

Epic Systems Middle East

Oct 2019 – Nov 2022
Dubai, UAE

- Represent and manage Epic's Hospital Billing and Claims software applications for the Middle East region.
- Lead a US-based development team in identifying and prioritizing customer requests and ensuring end-user adoption through Agile processes.
- Analyze and interpret legal decrees and ambiguous changes in healthcare regulations to communicate necessary software updates to development.
- Manage the design and implementation of various large-scale workflows and software enhancements impacting

- hundreds of end users.
- Coordinate meetings with executive leadership to understand operational goals and convey product feedback.
 - Communicate differences in culture, legal requirements, and region-specific variations in Dubai, Abu Dhabi, and Saudi Arabia to US-based development team to advocate for customer success abroad.

Product Manager
Epic Systems

Aug 2017– Oct 2019
Verona, Wisconsin

- Produced technical solutions to complex and varied hospital concerns through analysis and unique problem solving.
- Cultivated and managed several Level 2 IT teams towards maintaining and enhancing medical software and exceeding operational goals.
- Investigated financial metrics for customers and developed easily replicable solutions that increased performance cross-company.
- Authored customer-facing documentation to assist with feature implementation, operational decision-making, and end-user training.
- Due to my critical analysis, leadership, and problem-solving skills, I was promoted to a Senior Product Management position in Epic's Dubai office.

United States Army Reserves
74D (CBRN Specialist)

Apr 2013 – Apr 2019
Edison, New Jersey

<u>Education</u>	Adelphi University B.B.A. in Accounting, GPA 3.78 <i>Honors College Dean's List Presidential Scholarship</i>	Garden City, New York May 2017
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<u>Skills</u>	<p><i>Languages:</i> Fluent in English and Spanish, B1 level Bulgarian</p> <p><i>Certifications:</i></p> <p><i>Product Roadmapping Micro-Certification (PRC)™</i></p> <p><i>Product Analytics Micro-Certification (PAC)™</i></p> <p><i>Product Analytics Micro-Certification</i></p> <p><i>McKinsey Forward Program</i></p> <p><i>Epic Certifications: Resolute Hospital Billing, Hospital Coding, Claims & Remittance, Server Tech Camp, Benefits Engine, Charge Router, Epic Patient Portal</i></p>
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