

# Evan Eckels

New York, NY • (847) 912-8500 • eveckels@gmail.com • www.linkedin.com/in/evaneckels

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## PROFESSIONAL EXPERIENCE

**SecurityScorecard** (Series E; backed by Sequoia, GV, Silver Lake)

New York, NY

*Product Manager – API & Integrations*

*February 2025 – Present*

- Owning product strategy for API platform processing 200M+ monthly requests – doubled customer API adoption and launched new API threat intelligence products driving \$5M+ in new ARR
- Managing portfolio of 80+ integrations across engineering and partner teams, driving \$4M+ in GRR by deepening custom workflows that increase platform stickiness while reducing infrastructure costs by ~67%
- Leading cross-functional efforts with enterprise customers, sales, and CS to identify integration gaps, scope requirements, and prioritize roadmap – delivering integrations that drove \$2M+ in new ARR
- Reducing enterprise churn by \$2M+ with API security features (OAuth, RBAC) and reliability/latency improvements
- Accelerating time-to-ship by 60%+ by designing scalable internal API enablement platform with reusable components and AI-powered tooling, standardizing endpoint design across engineering teams

**J.P. Morgan**

New York, NY

*Product Manager – Blockchain Payments (Kinexys)*

*June 2024 – February 2025*

- Owned product strategy for blockchain-based check payments API platform, driving 200% transaction volume growth and 50% revenue increase through B2B market expansion, contributing to 8-figure acquisition
- Designed API workflows supporting new B2B payment use cases, cutting partner integration from months to weeks while maintaining payment SLAs – growing platform client base by 2X
- Partnered directly with enterprise bank clients to solve technical integration challenges and translate recurring client needs into product enhancements – accelerating deal closure and platform adoption

**Microsoft**

Redmond, WA

*AI Product Manager – Microsoft 365 Copilot*

*August 2022 – June 2024*

- Led GTM for Copilot-powered 'Help Me Create' AI drafting assistant, driving ~10% increase in overall document creation and 5X increase in referrals to lesser-utilized M365 apps
- Owned end-to-end lifecycle for Generative AI features including roadmap, UX flows, KPIs, AI safety compliance – conducted user studies to validate designs and shipped to 100M+ enterprise users across multiple releases

*Product Manager – Microsoft 365 (Office Suite)*

- Drove partner app adoption on M365 platform, driving 30-50% MAU growth through product diversification initiatives and building development proposals that convinced partners to integrate with M365 ecosystem
- Led competitive analysis and presented to leadership, shaping Copilot direction for M365's \$45B+ business

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## PROJECTS & VENTURES

**ReCard AI** – *Founder | recard.app*

*December 2024 – Present*

- Building AI-powered credit card optimization platform with LangGraph multi-agent system, tool-use orchestration, and semantic routing achieving 50-100x faster intent classification to maximize cardholder rewards
- Defined production-scale cost-performance tradeoffs for multi-agent system – iteratively reducing token usage and latency while maintaining 95%+ task accuracy using LangSmith tracing and evaluations
- Built LLM-powered data extraction pipeline with structured output validation to scale card catalog to 50+ programs

**3DP4ME (Nonprofit)** – *Staff Software & Design Volunteer*

*November 2020 – Present*

- Led team of 9 to build HIPAA-compliant web app for managing 3D printed medical device manufacturing, serving hundreds of Jordanian children; designed campaigns/media raising \$1.2M+ and 10+ corporate partners/donors

**Cover Me App** – *Founder*

*November 2018 – August 2020*

- Built app achieving over 12,000 downloads, 500,000 app sessions, and \$3,500 in ad revenue in first year of launch
- Crowd-sourced cover & line system reduced avg. line wait time by 6 minutes and increased daily customers by ~12%

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## EDUCATION

**University of Illinois at Urbana-Champaign**, *College of Engineering*

August 2018 - May 2022

Bachelor of Science in Computer Science – Honors

*Minor: Hoelt Technology & Management Program*