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PRINCIPAL SOLUTIONS ARCHITECT | SOFTWARE PRODUCT MANAGER

Dynamic solutions architect and product innovator with a passion for transforming AI, autonomous agents, LLMs, and graph databases into practical, high-impact solutions. Proven track record in driving software projects from inception to delivery, leading cross-functional teams, and aligning technical vision with business goals.

With experience as an innovation program director, product manager, cloud architect, and team lead, I've guided distributed teams across Europe and the Americas to deliver enterprise-grade software in insurance, banking, transportation, telecommunications, manufacturing, and energy.

At Hypermode, I help customers implement AI solutions—covering agentic workflows, recommendations, semantic search, RAG, and generative AI—while shaping product development to meet market demands. Previously, as Director of Product at Dgraph, I fostered a product-led culture, achieved \$1M ARR, and positioned the company for investment and acquisition.

Known for bridging vision and execution, I combine technical depth, customer-centric thinking, and hands-on leadership to turn bold ideas into production-grade systems. I thrive in fast-paced environments, where I promote collaboration, mentorship, and innovation to solve complex challenges.

AREAS OF EXPERTISE

AI and ML models	Develop solutions mixing prompts engineering, classification, entity recognition, embeddings, and similarity search. Designed solutions involving light models (Hugging Face) and LLM (OpenAI, Mistral) for customer use cases. Implement evaluation strategies.
Enterprise software	Architect and roll out solutions for enterprise digital transformation involving Business Process Management (BPM), analytics, messaging, event processing, and application integration.
Product management	B2B inbound project management, requirement management, SCRUM product owner, prioritization, cross-teams and stakeholders collaboration.
Communication	Presenter at TIBCO user conferences, Global XR conference, BPM Summit Netherlands, XP Days France, co-host and judge at Hack Nights. Experienced in technical storytelling and community engagement.
Open-source	Contributor to TIBCO LABS (Augmented Reality), and former Dgraph OSS community manager.
System architecture	Serverless architecture, real-time for embedded systems, event-driven architecture, object-oriented design, UML, and Design patterns.

EXPERIENCE

Hypermode, San Francisco, CA

Early-stage AI startup building a SaaS platform for agents and knowledge graphs

Staff Architect

2023 - present

- **Customer Success & Adoption:** Led early adopters and strategic partners to success on Hypermode's SaaS AI platform, securing the first five customers across diverse use cases—recommendations, semantic search, classification, entity recognition, text summarization, text generation, and RAG—while driving co-marketing publications and establishing market traction.
- **Cross-Functional Impact:** Influence product direction through field feedback, proof-of-value demonstrations, and user experience insights; wrote initial Dgraph MCP server for knowledge graph use case; contribute to product design, requirements gathering, QA, pre-sales, developer relations, feature prototyping, and marketing.
- **Developer Relations:** Create technical documentation, implementation examples, blog posts, and video tutorials to onboard developers and showcase platform capabilities. Co-hosted AI Hack Nights at GitHub and developer live streams.

Dgraph, San Francisco, CA

Open-source graph database company acquired to form Hypermode

Director of product

2022 - 2023

- **Product Strategy:** Developed and executed a product-led roadmap focused on performance, usability, and AI integration, aligning with user and market needs.
- **Revenue Growth:** Drove pre-sales success in Europe and the US, contributing to key deal wins and achieving a \$1M ARR target.
- **Community & Trust:** Rebuilt community trust through increased transparency, a product steering committee, and active technical engagement.
- **Go-to-Market:** Enhanced GTM strategy by creating website content, product documentation, and marketing assets (videos, blogs).
- **Fundraising & Vision:** Positioned Dgraph as a compelling backend for an AI platform, contributing to its attractiveness for a new round of investment and the launch of Hypermode.

TIBCO Software, Palo Alto, CA

2013 - 2022

Innovation program leader and product manager - Office of the CTO (2018 - 2022)

TIBCO Innovation LABS works with an ecosystem of partners, customers and internal teams to create and deliver new products or solutions. I acted as product manager for SaaS business applications, innovation program lead, and partner relations manager.

- Developed product vision, validated scope through customer interviews and analysts reviews.
- Product owner for 4 products ending to production (Data visualization in AR/XR, NLP Data queries, Graph database builder, Business notification system).

- Wrote product documentation and led the collaboration with our internal UX/UI and copy team.
- Worked with marketing for market analysis, press releases, webinars, and customer testimonials.

Principal Solutions Architect - Strategic Solution Group (2013 - 2018)

TIBCO SSG group was dedicated to complex sales and first project implementations involving data integration, business process management, event processing, and analytics.

- Business Process Automation and Management (BPM) expert pre-sales and post-sales. Helped large customers (Asurion, Iron Mountain, Desjardins Bank, PowerSchool ...) in their decision, architecture, and deployment.
- Bridged the gap between engineering and customers' expectations.
- Built Case Management & BPM best practices for solution consultants.

TIBCO Software, Paris France

2010 - 2013

EMEA Pre-sales Leader – BPM technologies

Covered sales cycles for BPM, SOA and B2B opportunities from request for proposal to proof of concepts.

- Closed deals for 'La Banque Postale', Schlumberger, COFACE, BBVA, Unicredit, Vodafone Turkey, Orange, Santander, MAAF, AXA Bank Europe, AXA Insurance Belgium, ...
- Delivered first AMX BPM project on production in EMEA for AXA Bank Europe.

Solucom – IT Consulting company - Paris, France

2005 - 2010

Consulting Department Director

Responsible for business development and new projects leading to 5 M€ of annual revenue in various
Managed a team of 25 associates including developers, consultants, senior architects, team leaders.

webMethods (Software AG) - Paris, France

2001 - 2005

Senior solution architect

EDUCATION

Master of Science (MS) in computer science and signal processing

Ecole Nationale Supérieure des Telecommunications, ENST - Telecom Paris (Paris, France)

ADDITIONAL INFORMATION

Named inventor in pending patent application in the field of natural language processing for graph structure.

French & American citizenships.