KYLE KILLIAN, MBA

Product Ownership & Delivery Leader | Agentic AI & B2B SaaS | Agile at Scale | M&A Integration
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PROFESSIONAL SUMMARY

Product owner leader with 8+ years in B2B SaaS, digital commerce, and fintech. Player-coach to product owners in the UK and Australia, and mentor to new hires and product owners who joined through acquisitions. Sets team standards for backlog management, prioritization, and release planning, and ties team work to company OKRs and KPIs. Led product delivery for 5 product families (~$181M ARR) and ~42 engineers across NA, APAC, and EMEA. Builds and runs agentic AI workflows, including an AI Product Command Center (August 2026 AI Impact Award), replaced within two months by an 8-agent Claude team that runs his product workload. MBA; SAFe® 6 POPM, CSPO®, Pragmatic certified.

CAREER HIGHLIGHTS

- **Product owner leadership:** Player-coach to product owners in the UK and Australia while carrying a full backlog; built a Product Owner Bootcamp that cut ramp-up time by 20%.
- **Delivery at scale:** Roadmap execution and releases for ~$181M ARR and ~42 engineers in three regions; 2026 KPIs target 1.5x+ engineering throughput.
- **M&A integration:** Product management lead for 3 acquisitions and author of the company's integration playbook as the portfolio grew from 8 to 16 brands.
- **AI across the product lifecycle:** August 2026 AI Impact Award for an AI Product Command Center, replaced within two months by an 8-agent Claude team that saves 12–15 hours a week and doubled spec and decision throughput; now shipping AI agents, workflows, and predictive intelligence to customers.

CORE COMPETENCIES

Product Owner Leadership & Coaching • Talent Development • Product Ownership Standards & Practices • Backlog Management & Prioritization • Roadmap Execution & Release Planning • OKR & KPI Alignment • Agile / Scrum / SAFe® • Delivery Metrics (Throughput, Predictability) • Cross-Functional Leadership (Engineering, Sales, Marketing) • Data-Driven Decision Making • Organizational Change Management • Global & Distributed Teams • Acquisition Integration (M&A) • AI Product Development • Agentic AI & Multi-Agent Orchestration • SaaS Metrics (ARR, Retention)

Tools: Jira, Confluence, Azure DevOps, Power BI, Tableau, Salesforce, Claude (Claude Code, agents, skills, scheduled tasks), MCP, GitHub Copilot, Replit Agent, Vercel

PROFESSIONAL EXPERIENCE

Advantive | Remote **Feb 2023 – Present**
Global provider of ERP, MES, quality (SPC), and warehouse management software for specialty manufacturers and distributors

Senior Product Owner *Apr 2026 – Present*

- Product owner for the Quality (SPC) product families, InfinityQS and PQ Systems, delivering AI data insights, workspaces, agents, workflows, and predictive intelligence through the Advantive ONE intelligence platform.
- **AI Impact Award (August 2026):** Built an AI Product Command Center combining calendar, blockers, release health, competitive intelligence, and a living roadmap, kept current by scheduled automation. Replaced it within two months with an 8-agent Claude team: a Chief of Staff orchestrating 7 specialists, each with a defined charter and hand-offs, token-efficient context, and a UI for visibility. Built custom MCP connectors for roadmap and delivery tools alongside prebuilt CRM and productivity connectors, with agents grounded in a curated knowledge base and bound by instructions and guardrails on what they can access and change. Result: 12–15 hours saved per week and 2x throughput on specs and decisions.

Team Lead, Product Owners *Aug 2025 – Apr 2026*

- Player-coach: led and coached 2 product owners (UK and Australia) while owning a product backlog, across 5 product families (~$181M ARR) and ~42 engineers in NA, APAC, and EMEA in an asynchronous, follow-the-sun model.
- Set team standards for backlog management, prioritization, acceptance criteria, and release planning, tied to company OKRs and KPIs; worked with executive leadership on the AI-first transformation and set 2026 KPIs targeting 1.5x+ engineering throughput.

- Built a Product Owner Bootcamp that standardized onboarding and cut ramp-up time by 20%; aligned roadmaps and release plans with commercial strategy across Engineering, Sales, and Marketing.

Product Owner *Feb 2023 – Aug 2025*

- Helped grow the portfolio from 8 to 16 core brands through disciplined product operations and Agile transformation, supporting a $219M billings-based ($204M GAAP) revenue base and a company goal to double revenue.
- **M&A:** Product management lead for 3 acquisitions, leading product integration after each close; wrote the integration playbook for acquired products and teams.
- **Mentorship:** Mentored and onboarded new product owners, both new hires and those who joined through acquisitions, on Scrum practices, tools, and product standards.
- Product owner for Quality (PQ Systems, DataNet/WinSPC) and Distribution (Distribution One, UBS Synergy, VeraCore) products; moved acquired legacy teams from fragmented practices to Scrum and took products from sustainment to modernization.

Brightway Insurance | Remote **Apr 2021 – Sep 2022**

Technology Product Manager

- Owned the Accounting, Carrier Actions, Marketing/Communications, and Salesforce backlogs. Implemented robotic process automation (RPA) that removed manual work for the accounting, underwriting, and policy servicing teams.
- Built a Power BI solution that helped franchisees rewrite policies affected by carrier non-renewals and receiverships; integrated global credentials with IDM and Okta.

Web.com Group (Network Solutions, Register.com, Web.com) | Remote **Sep 2019 – Dec 2020**

Product Manager, Domains

- Launched AdultBlock, the portfolio's first brand-protection product. It was the only purchase path in the Americas and the second worldwide; negotiated a 50% reduction in wholesale cost.

TIAA Bank | Jacksonville, FL **May 2018 – Sep 2019**

Product Manager, Debit Card & World Markets

- Owned the debit card and World Markets roadmaps; presented new products to a C-suite approval subcommittee.
- Moved more than 50,000 customers to new card assets during the EverBank-to-TIAA rebrand while launching fraud-prevention features; expanded the MarketSafe® CD product line with three new products.

TIAA | Charlotte, NC **Jan 2014 – May 2018**

Institutional Consultant, Select Market | ***EAS Financial Services Consultant***

- Led the NYS Voluntary Defined Contribution Program rollout; hit 164%–171% of quota; built a nationally adopted coaching tool.

First Citizens Bank | Burke County, NC **Apr 2005 – Nov 2013**

Financial Services Manager / Licensed Platform Associate

- Helped launch an investment-product revenue channel; promoted in six months; ranked top 5 statewide.

INDEPENDENT PRODUCT

Independent EdTech Product | Co-founder & Builder (pre-launch) **2026 – Present**

- Built a classroom hall-pass web app with Claude, Next.js, Supabase, and Vercel so students sign out without interrupting instruction; names are encrypted in the school's browser, and the UI adapts by grade band.

EDUCATION & CERTIFICATIONS

Master of Business Administration (MBA) | Gardner-Webb University
B.S., Business Administration, Risk & Insurance | Appalachian State University
Certified SAFe® 6 Product Owner / Product Manager (POPM) | Scaled Agile, Inc.
Certified Scrum Product Owner® (CSPO®) | Scrum Alliance
Pragmatic Certified Product Manager | Pragmatic Institute