

SANDRINE LOBE

Product Owner / Product Manager

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PROFESSIONAL SUMMARY

Product Owner and Product Manager with 5+ years of end-to-end ownership in SaaS and enterprise platforms. Expert at understanding business requirements and processes, translating them into clear user stories, acceptance criteria, product specifications, and prioritized roadmaps. Proven Agile Product Owner who partners closely with development teams, UX, and stakeholders to deliver features that meet business needs and create operational value. Comfortable managing scope, deadlines, and budget; facilitating sprint planning, stand-ups, demos, and retrospectives; and leading cross-functional work across geographically dispersed teams. Strong communicator who articulates product vision and business value, prioritizes ruthlessly, and keeps delivery moving with minimal supervision. Eager to bring this ownership mindset and Agile expertise to RD Global's product and development teams.

WORK EXPERIENCE

Product Manager — Numbrics (AI-Powered Financial & Tax SaaS)

06/2025 – Present | Fort Lauderdale, FL

- Own end-to-end product delivery across concurrent SaaS initiatives; translate complex business requirements and workflows into clear user stories, business rules, acceptance criteria, and product specifications for Engineering and Design.
- Own and communicate the product roadmap; prioritize by impact and business value, slice work into incremental, shippable releases, and keep stakeholders aligned on vision and progress.
- Serve as the primary product voice for development teams (12+ contributors); collaborate daily with Engineering, AI, and Operations to scope features, navigate technical tradeoffs, resolve blockers, and maintain velocity.
- Partner with internal stakeholders and leverage usage telemetry plus customer feedback to understand needs, refine prioritization, and improve existing experiences.
- Support Agile ceremonies and delivery discipline; reduced sprint carryover ~33% and improved team productivity +25% through better backlog management, story clarity, and proactive process support.
- Manage program budget (\$500K+), scope, and risks; produce clear reporting and release communication that keeps sales-adjacent and leadership stakeholders informed.

Product Manager — EI Technologie

10/2020 – 02/2025 | Paris, France

- Owned product delivery and engagement for 6+ strategic enterprise accounts; translated complex client business processes into prioritized backlogs, detailed requirements, and acceptance criteria for Engineering and UX.
- Acted as Agile Product Owner across 5 Scrum teams (up to 15 people); facilitated alignment on roadmap and priorities, maintained 95%+ on-time delivery under strict SLA and compliance constraints.
- Articulated business value of features to stakeholders; reduced late-stage scope changes by 20% through earlier risk identification, customer research, and data-informed prioritization.
- Partnered closely with Engineering and design-adjacent teams to scope and design functionality; unblocked delivery and drove continuous improvement of usability and reliability.
- Supported change management and adoption for 500+ end users with clear enablement materials and workshops; improved uptake of platform capabilities.
- Reduced development cycle time 30% over 4 years by refining Agile cadence, prioritizing impact, and keeping cross-functional delivery efficient with minimal supervision.

Product Manager / Product Owner — Shiji Group

03/2019 – 08/2020 | Hollywood, FL

- Owned product areas for global hotel-chain accounts as Product Owner; simplified complex operational processes into clear requirements, user stories, and acceptance criteria for Engineering, UX, and business stakeholders.
- Managed product health and roadmap across 5+ parallel initiatives; prioritized by impact using usage metrics and account performance data to deliver business and operational value.
- Worked effectively with geographically dispersed / global teams; facilitated alignment across regional units and executive stakeholders to keep delivery unblocked and vision communicated.
- Delivered enterprise platform improvements across 4 global regions supporting 1,000+ property users; focused on reliable, usable flows that met customer and business needs.

Project Manager — EI Management

06/2018 – 01/2019 | Paris, France

- Led scope, timeline, resource, and risk management for concurrent technology implementations; delivered on schedule and ~10% under budget while improving governance and reducing reporting lag by 50%.
- Operated with incomplete information and shifting priorities; made pragmatic decisions, managed multiple priorities, and surfaced risks early to leadership.

EDUCATION & CERTIFICATIONS

M.S., Information Systems Management — Ynov, France

M.S., Network Systems Administration — Ipssi, France

Certified Scrum Master (CSM) | Certified Scrum Product Owner (CSPO)

CORE COMPETENCIES & TOOLS

Product Ownership: End-to-End Product Ownership, Roadmap Ownership & Communication, User Stories & Acceptance Criteria, Product Specifications, Requirements Translation, Impact-Based Prioritization, Backlog Management, Business Value Articulation

Agile & Delivery: Agile / Scrum Product Owner, Sprint Planning / Stand-ups / Demos / Retrospectives, Scope / Deadline / Budget Management, Team Velocity & Success, Minimal Supervision, Multiple Priorities

Cross-Functional Collaboration: Development Team Partnership, UX Collaboration & Customer Research, Stakeholder Alignment, Sales/Marketing-Adjacent Communication, Geographically Dispersed / Remote Teams, Facilitation & Influence

Technical & Communication: Technical Concept Discussion & Tradeoff Management, Scalable Application Awareness, Precise Written & Verbal Communication, High Attention to Detail, SaaS Experience

Tools: Jira, Azure DevOps, Confluence, Notion, Figma, Tableau, SQL, GitHub, Slack, AWS, Microsoft Office Suite | **Languages:** English (Native) | French (Native)