

STEFAN RADULIAN

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Senior Product & Tech Executive | Director · VP · Head of Product · CPO | B2B SaaS

EXECUTIVE SUMMARY

Product executive with 25 years in software. I unlock customer value by integrating fragmented, often acquired, portfolios into coherent platforms, aligning cross-functional teams around end-to-end journeys no single product could deliver. Built and led product, engineering, and UX orgs of up to 60 people globally, in companies from 150 to 5,000 employees generating \$25M to \$2B ARR.

AREAS OF EXPERTISE

Platform Transformation	Post-M&A Product Integration	Product Experience
Cross-Functional Leadership	Product Discovery & 0-to-1	SaaS & Cloud Migration
International People Leadership	Data-Informed Judgement	System Thinking

CAREER HIGHLIGHTS

- **2024-25:** Built a cross-functional PM, Eng. and UX unit from scratch at Dynatrace (~60 people, 2 Directors, 2,000-person R&D), converting experience standards into agent guidance. Rated "outstanding" by the CTO.
- **2021-23:** Drove Diligent's platform product strategy – defined the framework and stewardship for unifying 12 acquired products into AWS-based 'Diligent One.'
- **2018-21:** Defined Brainloop's post-merger integration into Diligent. Launched award-winning products adopted by 750+ customers, contributing ~\$7M ARR.
- **2013-15:** Launched Update's Social CRM and its 1st cloud-native SaaS on Azure - AI/ML analytics with crowd-sourced intel to modernize CRM.

CAREER EXPERIENCE

Dynatrace | Vienna | Apr 2024 - Jul 2026

Global leader in observability. \$2B+ ARR, ~5,000 employees (~2,000 in R&D), ~100 teams building on one platform.

Head of Platform Experience | Jun 2025 - Jul 2026

Drove **integration of GUIDE into the 400-person Platform unit** – embedding the function into the product org.

- Released **Experience Standards** (e.g. navigation, data exploration, filtering, dashboards, terminology) achieving **~80% adoption** across ~35 apps.
- Pioneered conversion of experience standards into **agent-actionable guidance**, enabling AI-based compliance tracking and automated standards adoption across the app platform.

Director of Product Management | Jul 2024 - May 2025

Selected by the CTO to lead a company-priority mandate to fix fragmented user experience across Dynatrace's decentralized app platform. Led **~60 people** (2 directors, 3 senior managers) across product, engineering, and UX.

- Built "GUIDE" from scratch – merging teams into a cross-functional unit and establishing the **Experience Committee**, the first cross-cutting governance mechanism at Dynatrace.
- Reset the mental model from siloed "app store" thinking toward a cohesive **platform experience** – from core product to docs, community, developer portal, and public search.
- Leveraged Dynatrace's own telemetry for **evidence-based design decisions**, converting contested opinion-based debates into data-driven decisions.

Principal Program Manager | Apr 2024 - Jun 2024

Joined through a CTO-led strategic hiring track for senior product leads. Drove observability adoption initiatives, turning teams into "customer zero."

Diligent Corporation | Vienna (Remote) | Mar 2021 - Oct 2023

Global leader in GRC. \$700M+ ARR, ~2,000 employees (~1,000 in R&D). HQ NYC, Global R&D.

Vice President Product Management – Platform

Led transformation of a fragmented ~20-acquisition portfolio – integrating 12 products onto AWS – into a unified GRC SaaS platform, driving cross-sell and NDR expansion. Reported to CTPO; managed PMs across NZ, CA, IRL, HU.

- Defined **AWS migration and platform integration playbook** with IAM and Subscription Management as focus domains.
- Reduced **identity-related support tickets by 75%** for the flagship product (1M MAU), improving CSAT while cutting support and operations costs.
- Accelerated platform innovation by reducing deployment time for internal applications **from weeks to hours**.
- Scaled **Foundational Services** platform team from 1 to **6 PMs** through reorganization and international hiring; instituted a data-driven cadence that improved cross-region alignment.
- Instrumental in ramping the Budapest innovation center through a **complex multi-region transition**. Selected as **Change Agent** 2 years running – top 10% for driving organizational change.

Brainloop AG | Vienna / Munich | Apr 2015 - Feb 2021

DACH leader in secure data rooms and board communication. ~€25M ARR, ~160 employees, 1,000+ customers (70% of DAX 30), HQ Munich, acquired by Diligent Corporation in 2018.

Vice President Product Management | Sep 2020 - Feb 2021

Repositioned Brainloop for Diligent's global markets; led integration and GTM strategy with Diligent's C-Suite.

- Launched **Diligent "Secure Meeting Workflow"** (on Brainloop Process Engine) – **BIG Innovation Award**.
- Integrated Brainloop Secure File Sharing with Diligent Secure Messenger, strengthening security and **competitive positioning**.
- Achieved adoption by **750+ Diligent customers**, contributing **~\$7M ARR** within 2 years of launch.

Head of Product Management | Dec 2018 - Aug 2020

Led 6 PMs across 7 teams – iOS, Windows, and 6 web SaaS products across .NET/C# and Go/React/NoSQL.

- Launched **2 next-gen products** (MeetingSuite, CollaborationRoom), contributing to **16% ARR growth** from FY2018 to FY2019.
- Introduced **product analytics** and hypothesis-driven decisions, establishing a data-informed product culture.
- Shaped go-to-market strategy with product marketing and sales; maintained high retention through continuous security investment (ISO 27001, BSI-C5).

Head of Engineering Austria & Product Lead | May 2018 - Nov 2018

- Built and led the **Vienna engineering team** from zero, as peer to the Munich Head of Engineering; introduced Kanban with capacity, velocity and predictability management adopted beyond my own team.
- Shipped a **BPMN 2.0 cloud-native Secure Process Engine** (Golang, NoSQL, microservices) – technological foundation for the next-gen product suite. **"Innovation" award** 2017.

Director of Product Innovation | Apr 2015 - Apr 2018

- Established a Vienna-based innovation lab; co-created an **MVP with one of Austria's largest banks**, validating the business case for secure process automation in corporate governance.

Update Software AG | Vienna | Apr 2007 - Feb 2015

CRM software vendor. €33M+ revenue, 300+ employees, 1,400+ customers, acquired by Aurea Software in 2014.

Director Innovation | Jan 2013 - Feb 2015

- Delivered Update's **first cloud-native SaaS** on Azure and Social CRM, using **AI/ML** for social media monitoring with a community-driven crowdsourcing platform.
- Introduced **Kanban and CI/CD** automation, reducing deployment and feedback cycles.

Innovation Engineering Team Lead | Mar 2010 - Dec 2012

- Built the innovation lab from scratch; led a **UX overhaul** of Update's flagship web release and developed an AI/ML-powered market intelligence SaaS. **"Forward Thinking" award** 2012.

Technical Consultant & Solution Architect – Financial Services | Apr 2007 - Feb 2010

- Architected CRM integrations with **core banking systems** (TCS BaNCS) for multi-year enterprise implementation projects in DACH, specializing in Enterprise Application Integration and database performance tuning.

Earlier Career | 2000 - 2007

Self-employed (Symbion)

Delivered end-to-end projects across financial services, pharma, and manufacturing. Project management, full-stack development (JavaScript, Java, PHP, SQL) with Linux server administration.

EDUCATION & TRAINING

- **Business Informatics** – Fernuniversität Hagen (2009-2016, not graduated)
- **Computer Science** – Technische Universität Wien (2000-2006, not graduated)
- **Trainings:** Leadership (Munich Leadership Group), Product Management (PMC I-III), AWS Cloud Practitioner

LANGUAGES

German (native) | Romanian (native) | English (fluent) | French (basic)

References available upon request. Written recommendations on [LinkedIn](#).