

THOMAS DESCHAMPS

Senior Product Manager — AI & Agentic Products

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SUMMARY

Engineer-turned-product-leader shipping AI products in B2B SaaS and infrastructure. I own product strategy end-to-end — from discovery to delivery — with a decade of range across conversation intelligence, developer security, and cloud infrastructure. I ship customer-facing agentic features, and I build with AI to make my teams faster.

CORE SKILLS

Product leadership: Product strategy · Roadmap ownership · Discovery & delivery · Go-to-market (GTM) · Stakeholder management · Enterprise / key accounts · Team leadership · Agile

AI & data: AI/agentic products · LLM applications · AI agents · MCP (Model Context Protocol) · AI-assisted development · Prototyping · Quantitative product analytics · A/B testing & experimentation

Technical: API design (public APIs) · Ruby on Rails · Cloud & infrastructure products · Storage & compute · Continuous deployment · SaaS architecture

Domains: Conversation intelligence · Developer security / DevSecOps · Cloud infrastructure · Fintech / banking · Developer tools

EXPERIENCE

Modjo — Senior Product Manager, AI (freelance) · Paris · Conversation-intelligence SaaS — Dec 2025 – Present

- Own product strategy and roadmap for the Agent & Automation track.
- Shipped v1 of Modjo Agents — customers build and run their own agents on the platform: adopted by 75% of the customer base in 7 months, 2,700+ customer-built agents, 137,000+ total runs.
- Launched a public MCP server for power users: 60,000+ queries from 1,400+ connected users across 33 client apps (Claude, ChatGPT, Cursor...) in the first 6 weeks.
- Built internal AI tooling (Discovery Agent, modjo-cli) with AI-assisted development.

Oplit — Head of Product (freelance) · Paris · AI for factories — Feb 2025 – Jul 2025

- Set product strategy and roadmap; ran discovery and delivery and restructured the discovery process around quantitative signals (in-discovery and post-delivery).
- Managed business stakeholders, key-account clients, and tech/design teams.
- Introduced AI tooling to accelerate discovery and prototyping.

Scaleway — Product Manager (freelance) · Paris · Cloud provider — Sep 2022 – Sep 2023

- Owned the Block Storage and Apple Silicon product lines.
- Launched a next-generation Block Storage offer (full software rebuild + new hardware), recruiting the team and owning lifecycle business planning — doubled the line's ARR from €1M to €2M+.
- Launched Scaleway's Apple Silicon offer end-to-end — business case, hardware sourcing, software roadmap.

GitGuardian — Product Manager · Paris · Developer security (DevSecOps) SaaS — Sep 2020 – Sep 2022

- Owned the public Enterprise product (discovery→delivery): shipped a search engine over public GitHub history, an automatic severity-management engine, a public API, audit logging, and an integrations overhaul.
- Owned the hasmycodeleaked growth product from strategy through GTM.
- In the Detection & Remediation squad: owned roadmap and features discovery→delivery, ported the severity engine into the core product, and improved the remediation experience.

Leeto — Lead Product Engineering · Paris · Employee-benefits fintech — Mar 2019 – Jul 2020

- Owned roadmap and discovery→delivery and established agile process across a team of 4 (3 engineers, 1 product designer).
- Shipped a banking system for works councils, an employee portal, and an online shop.

Aircall — Technical Advisor (2018) · Back-end Engineer (2016–2018) · Paris · Cloud telephony SaaS — 2016 – 2018

- As advisor: partnered with squads and PMs on delivery and velocity; rolled out continuous deployment, saving each squad several hours per week; ran hypothesis-validation POCs.
- As engineer: designed and built the call-routing system handling 200k+ operations/day.

Earlier: Back-end engineer, af83 (2015–2016; recommendation engine, real-time IoT); Founder — fivemarks.in (2015); Co-founder & CPO — peaq (2014); RoR/JS teaching assistant, Le Wagon (2014). Founder, tomato.paris (2021) — apparel from luxury-house fabric offcuts.

LIVE PRODUCTS

Moire — moire.club — AI fashion-design studio: turns garment specifications into professionally rendered collections — build a collection in a day. Designed, built, and shipped solo.

Slingshot — heyslingshot.com — Shopify back-in-stock notification app (email, SMS, on-site widgets); subscription SaaS. Designed, built, and shipped solo.

EDUCATION

- Engineering degree (Dipl. d'Ingénieur), Arts et Métiers ParisTech — 2011
- M2 (Research), Decision Sciences & Risk Management, Arts et Métiers ParisTech / ENS Cachan / IAE Paris / Paris-Dauphine — 2010
- Full-stack development bootcamp, Le Wagon — 2014

LANGUAGES

English (fluent, TOEIC 970/990) · French (native) · German (intermediate)

BEYOND WORK

Electronic-music producer & DJ (resident, Radio Poush) · Product/tech mentoring & workshops · Founder of a luxury-upcycling apparel venture.