

# SCOTT LEANDRO

Product & Technology Transformation Leader | AI, Data & Analytics | VP Product

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## PROFESSIONAL SUMMARY

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Product and technology leader with 25+ years building AI, analytics, and cloud solutions that deliver measurable business impact. Expert in turning complex problems into scalable products—from vision and strategy through architecture, delivery, and go-to-market. Proven track record of generating **\$30M+ in revenue**, leading **50+ person global teams**, and navigating enterprise stakeholders across legal, compliance, and vendor ecosystems. Currently co-founder and Head of Product at Gaitе.ai, an AI-powered life event platform that has secured **pilot accounts covering 1,200 users** since soft launch.

## PROFESSIONAL EXPERIENCE

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### Co-Founder & Head of Product

**Gaitе Inc.** | Nov 2023 – Present | Raleigh, NC

Co-founded and lead product vision, technology development, and go-to-market for Gaitе.ai, an AI-powered life event management platform helping people navigate major life transitions with clarity and confidence.

- Soft-launched Nov 2024; secured two pilot accounts covering 1,200 users within first months
- Built differentiated platform using 36 curated frameworks (e.g., aging parent care, divorce, college start), blending structured step-by-step plans with generative AI and automation
- Directed end-to-end product lifecycle: architecture, development, UX, and AI integration (OpenAI, Claude) on modern stack (Firebase/Firestore, Supabase, Vercel, GitHub)
- Led direct sales and partnerships; drove marketing efforts including PRWeb coverage and media relations
- Integrated third-party services (Stripe, SendGrid, Chameleon.io, Notion, Vercel) for rapid iteration and scale

### Vice President, Software Development

**Deloitte Consulting LLP** | Oct 2022 – Feb 2024 | United States

Led new software development team to operationalize and scale go-to-market solutions from Deloitte's Hybrid Solutions & Incubation group.

- Successfully redeployed all 12 team members into new roles during organizational restructuring, preserving jobs and continuity
- Established development processes, governance frameworks, and integration points across organizations
- Coordinated with product, architecture, and client service teams to move solutions from prototype to enterprise deployment

### Vice President, Hybrid Solutions & Incubation

**Deloitte Consulting LLP** | Nov 2014 – Sep 2022 | Raleigh-Durham, NC

Converted innovative client solutions into scalable, market-ready managed services. Owned strategy, architecture, and delivery for multiple high-impact products generating significant revenue.

- **Price Optimization Platform (Global QSR):** Technical Product Manager for 100+ TB system tracking POS data across 10,000+ restaurants with 14,000 users in US/France/Russia; generated **\$30M+ in services and subscription revenue**; led 20-person global team (US/India)
- **Cloud-Hosted AP Automation (UiPath):** Product Manager for intelligent automation solution; delivered 3 implementations and 4 pilots generating **\$4.5M in services and subscription revenue**; managed 8-person team (US/India)

- **Internal Services Delivery Tool:** Built platform standardizing 15 years of best practices; onboarded 1,200 internal users; achieved 15% faster delivery; led 50-person team (US/India/Ukraine)
- Drove stakeholder alignment across partners/directors, clients, legal, compliance (GDPR/HIPAA), and vendors; managed complex contracts and independence checks
- Core technologies: Snowflake, UiPath, Oracle, SQL Server, Informatica, Tableau, QlikView, Cloudera

## Senior Manager, Product Manager (Managed Analytics Platform)

**Deloitte Consulting LLP** | Jul 2009 – Oct 2014 | Dallas/Fort Worth, Boston, Atlanta

Product manager and co-lead for Deloitte's Managed Analytics Platform, a cloud-based PaaS for subscription analytics serving Fortune 500 clients.

- Owned product roadmap, architecture, and commercialization; drove multi-million-dollar annual subscription and services revenue
- Built Level 1-4 global support model leveraging offshore call centers for 24/7 coverage
- Led delivery of data integration, warehousing, and visualization capabilities enabling rapid deployment of analytics solutions

## EARLIER CAREER

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**Manager** | BearingPoint | Jan 2007 – Jun 2009

- Led strategy and packaging for life sciences information management; delivered licensing optimization savings \$1M+; generated \$600K in training revenue

**Application Consultant** | Infor | Aug 2005 – Jan 2007

- Provided budgeting/forecasting advisory; delivered SEC-level reporting and multi-currency consolidation solutions

**BI Engineer** | Pergo | Aug 2002 – Aug 2005

- Built retail POS data warehouse using Kimball methodology; developed claims BI;
- **Additional Roles:** Sales Operations Analyst (The Dialog Corporation) | Channel Marketing Lead (QSP) | Consultant (Actium) | Web Administrator (MCI)
- Delivered custom BI solutions, sales enablement tools, e-commerce applications, and managed enterprise intranet infrastructure

## CORE COMPETENCIES

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**Product Leadership:** Product strategy & roadmap • Go-to-market • P&L ownership • Product-market fit • User research

**Technology & AI:** AI/ML integration (OpenAI, Claude) • Cloud architecture (AWS, Firebase, Snowflake) • Data warehousing • Analytics platforms • Automation (UiPath)

**Leadership & Operations:** Global team management (50+ people) • Cross-functional collaboration • Stakeholder management • Compliance (GDPR, HIPAA) • Vendor management

**Technical Stack:** OpenAI, Cursor, Firebase/Firestore, Vercel, Snowflake, UiPath, Oracle, SQL Server, Informatica, Tableau, QlikView, Cloudera, GitHub, OpenAI API, Claude API

## EDUCATION

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### University of North Carolina at Chapel Hill

Bachelor of Arts, Peace, War, and Defense | 1995-1997

### Carolina Business Institute (UNC Kenan-Flagler)

Certificate, Business Foundations | 1996

### East Carolina University

## **CERTIFICATIONS & PROFESSIONAL DEVELOPMENT**

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- Pragmatic Marketing Certification – Product Management
- Deloitte CloudPath Certification
- Deloitte Executive Leadership Development Program
- Dimensional Modeling In-Depth – Kimball University