

Clément Girard

Product Management Leader

Contact

5 Impasse du Noyer
14610 Villons les Buissons

T : +33 642 857 365
E : clement.girard4@gmail.com
in: clementgirard

Education & Certificate

Ph.D. in Engineering Sci.
École des Mines de Saint-Étienne
2014

Eng. Certificate, École Polytechnique de Montréal
2011

Eng. Diploma (Master)
Polytech'Grenoble
2011

Skills

- Partnership Mgmt.
- Customer Success
- Business Development
- Business Plan
- Product Launch
- Product Roadmap
- Agility

Languages

French: Native
English: Full Professional
Spanish, Portuguese, Korean

Achievements

Patent Granted
US20220250155A1
EP4040244A1

Professional Summary

Driven by a passion for innovation and technology, I have spent eight years creating business opportunities and adding value to ESPRIT CAM, a product from a tier-one ISV in the industrial software sector. I have collaborated closely in shaping product vision and roadmap, converting customer needs into actionable epics in an Agile environment. With experience in productizing AI projects, I've integrated advanced technologies into scalable solutions.

Work Experience

Since Nov 25

Senior Product Manager / SaaS Heart Failure

Implantable Medical Device Software, CardiaMetrics (On-Site, Permanent)

Direct report to CEO

- Drive **product transformation** across Product, Marketing, Engineering, and AI/ML teams.
- Lead product strategy and delivery for software solutions supporting **implantable medical devices** in an **ISO 13485** environment.
- Support C-level leadership in shaping the **commercial product vision** and **roadmap**.
- Own product marketing and positioning to support company growth.
- Manage strategic partnerships and contribute to **new business** opportunities.
- Align clinical, regulatory, technical, and business stakeholders to deliver digital health solutions.
- Productize AI/ML&DL **models**.

Apr 25
Feb 24
(1yr)

Lead Product Manager

Part Identification, 3YOURMIND (Remote, Permanent)

Direct report to CPO, Led 1 Software Architect & 1 UI/UX Designer

- **Align product vision** across Sales, Customer Success, and Product teams to drive collaboration
- **Lead product discovery** with enterprise customers (US Government, Oil & Gas, Railway) to address industry needs
- Manage the product **roadmap**, prioritizing strategic goals and **customer demands**
- Forge partnerships with OEMs and industry leaders to unlock **new business** opportunities
- Launch **LLM/Visual AI** initiatives, integrating advanced AI to enhance product capabilities and innovation w/ Defense & Railway enterprise customer
- PoC to integrate an **AI Chatbot** leveraging ChatGPT API

Jan 24
Jan 21
(3yrs)

Product Manager & Business Development

ESPRIT brand, Hexagon (Remote, Permanent) – Tier-one Indus. Soft. Provider

Direct report to General Manager & Dir. Business Enablement, led 2 POs

- **Manage partner network** & customer success to empower market presence
- Build **Business Plan** to ramp-up new business, including M&A
- Create **Portfolio vision** across Business Units
- **Lead Business opportunities**, support direct sales (deal close w/ majors in Nuclear & Steel industry)
- Define and contribute to Marketing campaigns at group level
- Transfer **customer needs** to R&D in the SAFe framework
- **PoC** based using API's in ESPRIT, RoboDK / Third party data transfer (Alma, Octopuz)
- **ML prototype** to predict slicing time, tested with customers to validate market value prior to R&D investment
- Represent one of the 3 Hexagon BU in the transversal **A**dvanced **A**nalytics **W**orking **G**roup
  - Raise internal €2M to productize a ML product
  - Lead AI/ML Product Business plan
- Advisor in **DL** research project

Jan 21
Oct 15
(5.5 yrs)

Product Manager & Business Development

ESPRIT brand, DP Tech. (Grenoble, Permanent)

Direct Report to President & Executive Vice President, led 2 POs

- Create and develop **vision** for **innovative products**
- Elaborate new **business strategy** for 2 products
- Define and prioritize **roadmap** in Agile Scrum framework
- Build **strategic relationship** with OEMs and early adopters
- Elaborate Product Marketing campaign
- **Key speaker** for customer facing webinars/conferences
- Marketing content creation for collaterals
- Lead research projects & activities
- Head of office, scale the team from 2 to 8 collaborators
- **PoC** using API's & SDK's in FreeCAD, Solidworks