

BRENDAN DAVIES

Netherlands | Open to EU & Global Relocation

LinkedIn: <https://www.linkedin.com/in/brendan-davies/>

GitHub: <https://github.com/EspressoGuardian>

Portfolio: <https://hubsays.com/>

ROLE TARGET

Product Manager - Platform & Internal Ops

SUMMARY

Operator-minded product leader with measurable impact across internal tooling, onboarding systems, and cross-functional workflow design. Proven ability to reduce Time-to-Value by 22%, improve internal execution speed, and align Sales, Product, and Engineering around repeatable operating systems. Strong fit for platform and internal ops work where scale, compliance, and low-friction execution matter at the same time.

CORE CAPABILITIES

- Internal tooling and platform workflow design
- Product operations across cross-functional stakeholders
- Technical onboarding and lifecycle optimisation
- Privacy-first systems and compliance-aware delivery
- Data-informed process improvement and enablement
- Integrations and operational automation for internal teams

EXPERIENCE

Hubsays Studio - Self-Employed | 2025-Present

- Built deterministic operating systems and internal tooling with automated validation for reliable execution
- Built EspressoGuardian Git integrity tooling, reducing audit overhead by ~40% through stronger operational controls
- Developed Job Radar ATS monitoring across Greenhouse, Lever, and Ashby, reducing opportunity response latency from hours to minutes
- Designed cross-system workflows that turn fragmented manual steps into repeatable productised processes

CleverTap - Senior Customer Success Manager | 2024-2025

- Managed EUR1.5M ARR portfolio across 40+ enterprise accounts
- Reduced enterprise Time-to-Value by 22% through structured onboarding redesign
- Implemented health-scoring workflows improving churn visibility and cross-functional expansion alignment

Atlassian - Senior Account Manager | 2022-2023

- Generated \$6.8M net-new ARR (27% of team output) across 750+ EMEA accounts
- Reduced sales friction by 15% via internal enablement tooling and workflow redesign
- Closed EUR280K+ record expansion deal

EVIDENCE HIGHLIGHTS

- 22% reduction in Time-to-Value for enterprise SaaS onboarding
- 40% reduction in auditing friction (EspressoGuardian)
- \$6.8M net-new ARR generated across 750+ EMEA accounts
- 15% sales cycle friction reduction via internal enablement tooling

SELECTED WRITING

- The Trust Tax: Why Internal Ops Debt Is Killing Your Marketplace Conversion - <https://hubsays.com/trust-tax-marketplace-conversion.html>