

# John Thomas Boyd

## Senior Product & Technology Executive

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**Dynamic and accomplished professional with years of proven leadership driving innovation, digital transformation, and revenue growth across Fortune 50 companies, high-growth startups, and PE-backed organizations.**

Recognized for blending deep technical expertise with visionary product strategy to deliver \$7B+ in ROI, scale global teams, and manage \$100M+ budgets. Expert in AI-driven solutions, generative and agentic AI, SaaS architecture, cloud infrastructure, and enterprise software development. Track record of transforming service-based models into high-margin product portfolios, accelerating delivery cycles through AI/ML-powered automation, and optimizing operational performance via agile and DevOps practices. Known for delivering measurable business impact, including multi-fold revenue growth, cost optimization, IP development, and scalable operational frameworks.

### Signature Leadership Accomplishments

- Directed technology and product strategy as CIO/CTO/CPO for a PE-backed organization, driving organic expansion for successful exit with a 400% return on investment within two years.
- Led enterprise transformation for GE Aviation by re-engineering the Material Logistics operating model, delivering \$3B in cost savings through optimized processes and improved supply-chain performance.
- Created organizational structure and agile delivery framework to support rapid ERP deployment, enabling 2–4 manufacturing site implementations every 90 days and accelerating digital modernization across global operations.
- Designed and deployed a custom financial architecture supporting Cisco's \$3B cloud-services market entry, enhancing revenue diversification, increasing operational scalability, and establishing a framework for long-term portfolio expansion.

### Areas of Expertise

- Product Strategy & Roadmap Development
- Generative AI & Agentic AI Implementation
- Agile, Scrum & DevOps Methodologies
- P&L Management & Budget Oversight
- Technology Strategy & Architecture
- SaaS Solutions & Cloud Infrastructure
- Digital Transformation & Innovation
- Cross-Functional Team Leadership
- Enterprise Software Development
- AI/ML-Powered Data Solutions
- Operational Excellence
- Software Development Life Cycle

### Professional Experience

SAS, Cary, NC

February 2022 — Present

Vice President, Solutions Product Management, August 2023 — Present

Steered global strategy as Vice President, Solutions Product Management at SAS, overseeing \$500M+ ARR portfolio in diverse industries, such as Financial Services, Healthcare, and IoT. Directed team of over 65, coordinating product road maps and guiding technical architecture. Propelled market growth through multi-tenant SaaS solutions with scalable pricing, forecasted to significantly boost diversified product revenues. Designed streamlined data architecture to reduce ownership costs.

- Delivered \$20M+ in annual cost savings through strategic portfolio optimization, sustaining full revenue performance while reducing operational waste and redundancy.
- Launched and institutionalized Generative AI–driven code generation, increasing engineering throughput by 15x and accelerating delivery cycles across multiple product lines.
- Drove transformation from service-based to product-based revenue models within agentic AI offerings, fueling an initial \$15M revenue uplift and establishing a scalable recurring-income foundation.
- Shortened client onboarding timelines by 6–12 months and cut associated data-storage costs by 80%, enabling faster go-live readiness by developing and implementing AI-enabled data mapping frameworks.
- Established enterprise-wide standardized product management methodologies, resulting in improved cross-functional alignment and eliminating siloed practices to enhance organizational efficiency and delivery predictability.
- Advanced intellectual property strategy through the filing of a patent application for AI/ML-powered data optimization solutions, strengthening competitive differentiation and elevating client performance in service quality and storage utilization.

## Head of Health & Life Sciences R&D, February 2022 — August 2023

Directed diverse team of over 50 professionals in software development, data science, cloud deployment, quality assurance, and regulatory affairs within the health and life sciences sector. Championed agile practices and CI/CD automation to triple team productivity, establishing robust strategic frameworks that enhanced performance and delivery.

- Drove enterprise-wide agile transformation that shortened product development cycle and delivered 3x increase in team productivity through streamlined workflows and continuous delivery practices.
- Orchestrated full redesign of the product development lifecycle, transitioning from 2–3-year release timelines to quarterly deployments by implementing a scalable, data-agnostic platform architecture and cross-functional delivery model.
- Engineered a next-generation healthcare AI platform incorporating key interoperability standards (FHIR, OMOP, X12) to accelerate diagnostic accuracy, enhance treatment decisioning, and improve multi-system data exchange.
- Optimized product release cadence from multi-year cycles to 90-day release intervals by deploying data-agnostic architecture.

## SurePoint, Cincinnati, OH

December 2019 — February 2022

### CIO/CTO/CPO

Served as CTPO and CIO, overseeing comprehensive product and technology operations for SurePoint, a leading middle-market Legal ERP firm. Managed diverse teams across product development, engineering, data science, quality assurance, infrastructure, and security with a workforce of 40 and a budget allocation of \$20M. Executed technical due diligence resulting in payment integration strategies projected to double company revenue.

- Accelerated enterprise valuation by 400%, \$150M organic increase within two years by launching high-impact growth initiatives, strengthening market positioning, and optimizing product portfolio performance.
- Advanced organizational culture and product strategy by partnering with C-suite leadership to architect a cloud-enabled mainframe modernization roadmap, doubling revenues from \$10M to \$20M and establishing a scalable foundation for continued expansion.
- Scaled engineering organization 8x in six months by instituting agile delivery frameworks, defining a build/buy/partner operating model, and conducting due-diligence assessments on ten acquisition targets, enhancing development velocity and innovation capacity.

## GE Aviation, Cincinnati, OH

July 2011 — December 2019

### Enterprise Product CTO, November 2018 — December 2019

Guided development and strategy for enterprise application, integration, infrastructure, and DevOps roadmaps within GE Aviation. Led architecture efforts to support \$25B aviation engines unit while reporting directly to Division CIO. Drove initiatives to architect cloud analytics solutions, integrating multiple data sources for comprehensive enterprise insights.

- Steered enterprise ERP modernization initiatives, resulting in generating \$24M in annual cost savings through strategic infrastructure implementation and optimized migration practices with minimal operational disruption.
- Drove end-to-end ERP re-architecture programs that achieved near-zero downtime, increased system resilience, and reinforced long-term scalability of the technical landscape.
- Streamlined delivery of 700+ integrations per year by deploying automated DevOps frameworks and CI/CD pipelines, leading to accelerating release cycles and improving integration reliability across the enterprise.
- Engineered a next-generation ERP platform, consolidating operations from 75 legacy mainframes into a unified system, improving process efficiency and reducing system redundancy.

## Senior IT Director, September 2015 — November 2018

Directed the Technical Product Management team for primary ERP system at GE Aviation for robust alignment with business requirements and achieving operational excellence. Implemented Agile practices in Product Management to enhance operational agility and project delivery timelines.

- Generated estimated \$3B return on investment by leveraging strategic planning, process redesign, and technology integration to strengthen operational performance.

- Directed 15-member technical and operational team and managed a \$15M annual budget to support and optimize core business applications responsible for \$52M in daily revenue, ensuring system reliability, scalability, and fiscal accountability.
- Piloted \$100M digital transformation initiative that consolidated 75 legacy systems into a unified ERP platform, executing a phased migration strategy, resulting in decreasing system redundancy and optimizing enterprise process efficiency.
- Optimized accounts receivable operations by implementing workflow automation and accuracy controls, resulting in an annual cash-flow improvement of \$488K and faster revenue realization.
- Partnered with cross-functional stakeholders to deploy Oracle Warehouse Management System (WMS), utilizing structured change-management and system-integration strategies to achieve a measurable \$45M return on investment.

#### IT Release Leader, July 2011 — September 2015

Applied Lean Startup methodologies to expedite quarterly site rollouts, minimizing risks associated with implementation. Created a culture 11-20-25 of collaboration and innovation, fostering seamless integration across multiple departments. Managed annual budgets totaling \$50M, optimizing resource allocation and enhancing operational efficiency through strategic planning and cost control.

- Drove full lifecycle Oracle R12 ERP implementation across 22 global sites by overseeing a \$20M annual budget and coordinating 300+ resources in a matrix organization, ensuring on-time and on-budget delivery.
- Reduced completion time by 62% and generated 1,500 labor hours saved by streamlining environment refresh processes.

#### Additional Experience

IT Program Manager, Cisco, Raleigh, NC

#### Education

Bachelor of Science in Computer Science with minor in Mathematics | Virginia Tech, Blacksburg, VA

#### Licenses & Certifications

Silicon Valley Product Group Product Masterclass

Project Management Professional (PMP)

PMI Agile Certified Practitioner (PMI-ACP)

ITIL Foundation Certification

ESI Master Certificate in Project Management

#### Professional Training

##### Leadership & Management Programs

West Point Thayer Leadership Program

GE Advanced Information Management Course

GE Leading in a Matrixed Organization

GE Building Essential Leadership Skills

Cisco Leadership Foundation Program

Project Leadership, Management, and Communications (ESI)

##### Professional Effectiveness & Communication

Silicon Valley Product Group Product Masterclass

Seven Habits of Highly Effective People

Highlands Program

Working Globally

Conflict Management

How to Deal with Difficult People and Situations

Facilitation: The Art of Making Meetings More Productive