

Ivan de Murard

AI Product Builder · Paris (open to relocation)

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Product builder with 5 years in B2B SaaS: co-founded a SaaS company, led product inside large organisations, and now builds AI-native products from 0 to 1 by directing AI coding agents. I work across tech and non-tech teams, and I'm drawn to problems where the product still has to be made.

FOUNDER & BUILDER

Product Builder, Hospitality agentic architecture

Nov 2025 – present

Agentic systems for independent hotels: intelligence pushed into the tools staff already use, not another dashboard.

- **Aetherix (F&B agent):** one recommendation a day on WhatsApp, with the manager's reply and the actual outcome logged next to it. Built and running on the Apaleo sandbox (OAuth2, MCP) and on public data; no hotel connected yet.
- **Anima (guest memory):** keeps what guests said apart from what was inferred, and forgets what was never confirmed. Synthetic proof of concept with four memory layers and an MCP server; real guest data gated behind a data-protection assessment.
- **Evaluation by design:** forecasting benchmarked publicly on the Kaggle Recruit dataset against a naive median baseline, with mixed results reported as they are; 12 public ADRs.
- **Architecture:** 5 agents around a central orchestrator, multi-tenant, with GDPR constraints designed in from the start.

Product Builder, Compass

2026 – present

Address-level context for commercial location decisions in Paris, built on open data.

- Product and data design, built by directing AI coding agents. A person and an AI agent see the same figures, sources and confidence levels.
- Published MCP server (npm paris-compass-mcp, listed in the MCP registry).

Co-founder & Product Manager, Sonor

2020 – 2022

B2G SaaS helping local governments reduce noise pollution with open data.

- Took the product from problem discovery to a working MVP and engaged local governments in a sales process, in a team of 4 including a developer and a data scientist.
- Raised 20 000 € in grants; incubated at Matrice (Banque des Territoires).

PRODUCT & CUSTOMER ROLES

Consultant Product Manager, DomusVi

2024 – 2025

France's 2nd-largest private nursing-home group (Planète Grise 2026), highly regulated.

- Owned discovery, specs and a no-code POC (Airtable, Make) to consolidate 10+ legacy tools onto one SaaS platform across 3 business lines.
- Aligned 7 C-level stakeholders and coordinated IT, business teams, legal, marketing and an external SaaS vendor.
- Ran deployment and training: 500+ users live across 100+ facilities.

Consultant Product Manager, Objenious (Bouygues Telecom IoT)

2023 – 2024

France's first B2B IoT operator.

- Owned a data-driven tool to recover 1,9M € in unpaid invoices across a mixed European B2B customer base.
- Coordinated IT, finance, sales and legal from build through adoption. 40% of the targeted debt recovered; tool adopted into standard process.

Customer Success Manager, Opendatasoft (now Huwise)

2022 – 2023

SaaS platform for public open-data publishing.

- Owned the full customer lifecycle for 22 European cities and metro areas; zero churn.
- Fed customer feedback into product and partnered with sales on upsell.

SKILLS

- **AI & agentic systems:** multi-agent architecture, MCP, RAG, orchestration, evaluation by design, human-in-the-loop.
- **Build & ship:** Claude Code, FastAPI, PostgreSQL, REST APIs, OAuth2, n8n, Make, Docker, Fly.io.
- **Discovery & delivery:** 0-to-1 discovery (OST), workflow mapping, adoption metrics, Shape Up, Kanban.
- **Cross-functional leadership:** stakeholder alignment up to C-level, change management, training across technical and non-technical teams.
- **Field:** front-of-house experience in restaurants (waiter, bartender, barista).
- **Languages:** English fluent (TOEIC 980/990), French native.

EDUCATION

- Service Design, Interaction Design Foundation · 2020
- MSc Management & Entrepreneurship, Agro, IHEDREA · 2012 – 2017