

Roman Osipov

Lead Technical Product Manager

Identity Governance & Microsoft Identity products for B2B SaaS.

I turn enterprise IT/security needs into shipped roadmap, SaaS launches, and measurable operational impact.

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> PROFESSIONAL SUMMARY

Lead Technical Product Manager for Microsoft identity, enterprise IGA, and security-focused B2B SaaS.

I turn enterprise IT/security needs into shipped roadmap: discovery, PRDs, delivery alignment, release validation, and launch enablement.

Current scope: Cayosoft Microsoft identity platform, 4-person product team, green-lit 0-to-1 IGA SaaS.

Previous scope: Netwrix multi-tenant SaaS audit/security platform, ~6x revenue growth from launch month 1 to month 13.

> 01 / EXPERIENCE

Cayosoft

AUG 2024 – PRESENT

REMOTE

Lead Technical Product Manager

Own product strategy, roadmap, and delivery for Cayosoft's Microsoft identity platform across hybrid Active Directory and Entra ID.

Scope includes Cayosoft Administrator, Public API SDK, and a green-lit next-generation IGA SaaS. Manage a team of 4 technical PMs/analysts and work directly with enterprise and federal accounts.

SCOPE

- Own vision and phased roadmap (M1-M10+) for next-generation identity governance.
- Manage and develop a 4-person product team across TPM and analyst work.
- Run enterprise/federal discovery across hybrid AD and Entra environments.

OUTCOMES

- Secured executive green-light and resourcing for the first SaaS milestone.
- Shipped 5 identity releases over ~14 months on the hybrid AD / Entra roadmap.
- Cut post-escalation resolution time by ~two-thirds with AI-assisted triage.

IMPACT

0-to-1 product

exec-green-lit next-generation SaaS

Team of 4

technical PMs and analysts

5 releases / ~14 mo

multi-million-dollar impact each

~2/3 faster

post-escalation resolution

Netwrix

SEP 2020 – JUL 2024

REMOTE

Senior Product Manager

Led product definition, delivery, and launch of Netwrix's first multi-tenant SaaS audit-and-security platform for the MSP segment.

SCOPE

- Defined product strategy and maintained roadmap across cloud, connectors, and agent teams.
- Aligned 30+ engineers plus QA and UX around launch and growth priorities.
- Drove PMF work across activation, retention, and expansion.

OUTCOMES

- Grew revenue ~6x from launch month 1 to month 13.
- Migrated flagship MSP customer within 11 months of first release.
- Established platform as strategic integration target for portfolio products.

IMPACT

<12mo launch

platform from zero to production

~6x growth

launch month 1 to month 13

Flagship MSP migrated

within 11 months of first release

Portfolio foundation

strategic integration target

Netwrix

DEC 2018 – SEP 2020

REMOTE

Senior Product Analyst

Owned revenue and customer-base growth for two Netwrix Auditor modules: VMware and network devices.

SCOPE

- Managed module growth priorities, customer-base analysis, and roadmap inputs.
- Conceptualized and prototyped three adjacent product ideas.

OUTCOMES

- Sustained 20-30%+ YoY growth across both modules.
- Created a product concept later used for internal enablement and market-entry work.

IMPACT

20-30%+ growth

sustained YoY module growth

3 concepts

new product ideas

Capability ramp

internal product foundation

ALT Research and Consulting

APR 2014 – SEP 2018

SAINT PETERSBURG,
RUSSIA

Marketing Consultant

Led strategic market and competitor research for major B2B clients including GE Healthcare and Beeline.

SCOPE

- Analyzed market, competitor, and sales-performance signals for enterprise clients.
- Translated research into product, portfolio, and sales-course recommendations.

OUTCOMES

- Root-caused lagging GE Healthcare medical-scanner sales and drove course correction.
- Identified Beeline monetization options later added to the product portfolio.

FOCUS

B2B research

market and competitor work

Strategic options

evidence-backed recommendations

> 02 / DOMAIN EXPERTISE

Microsoft Identity

Active Directory, Entra ID, Microsoft 365, Exchange, Teams, hybrid identity at scale (nested groups, GPO, directory sync).

Enterprise Security

Governance frameworks, audit infrastructure, operational resilience.

SaaS Delivery

Multi-tenant SaaS, MSP workflows, product-market fit, growth (activation → retention → expansion).

AI for PM Workflow

Internal AI tooling (triage, discovery/support digests), embeddings/RAG.

> 03 / SKILLS

Product

Strategy / roadmap / discovery / GTM / stakeholder alignment / analytics

Technical

AD / Entra ID / M365 / Azure DevOps / AI-assisted PM workflow / RAG / automation

PMC Level 4 Certificate

Pragmatic Institute, 2021

Critical Perspectives on Management

IE Business School, 2019

Product Management

Product University, 2018

Saint Petersburg State University

Bachelor's Degree - Marketing and Conflict Management, 2005-2009

Roman Osipov / Lead Technical Product Manager

Enterprise Identity Governance and Administration / B2B SaaS