ALAN BYRNE

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PROFILE

I am a product leader who previously led a startup, as CEO, through a successful acquisition. I am passionate about taking an idea and turning it into a successful product that customers love.

Ideas are easy – execution is everything.

SKILLS & ABILITIES

Product Management, Business Management, Strategic Planning, Stakeholder Management, Developing and Mentoring team members, Task Prioritization, Customer Empathy and generally getting stuff done.

EXPERIENCE

Head of Product | April 2023 – April 2024 | The Access Group

As Head of Product I was responsible for creating and delivering the product strategy for Access Group's $50m+ People SMB division to deliver on Access's growth goals. I oversaw a portfolio of 9 SaaS products which help UK Small Businesses attract, hire, onboard, manage, pay, and develop their employees. These products covered HR, Payroll, Talent Acquisition, Learning and Development, Employee Engagement, and Performance Management.

My role was to lead and mentor a team of 13 product managers, so that they could deliver value for over 15,000 small business customers and deliver over 10% of year on year revenue growth to the business.

Group Product Manager | October 2021 – February 2023 | Twitter

As Group Product Manager, I was responsible for overseeing two product areas within the consumer subscriptions organisation:

I defined and executed on the long term growth and monetization strategy for TweetDeck, Twitter's product for their most engaged customer segment. I led a cross functional team consisting of Engineering, Design and Data Science to grow our customer base and achieve our OKRs by improving our product based on customer research, data and continuous experimentation.

I also led a product team to deliver content access for Twitter Blue customers. As part of the subscriptions leadership team, I contributed to the overall content access strategy and delivered a large part of it through my product management team. The main facets of this role included working with multiple stakeholders to ensure we were meeting the needs of our customers and our partners, whilst mentoring and supporting my direct PM team.

Group Product Manager | August 2020 – October 2021 | Intuit

I led Intuit's payroll product strategy for the UK Quickbooks business unit. As a key member of the payroll cross functional team we have grown our customer base by over 300% in 2 years.

My responsibilities included:
- Acting as the payroll SME to the business, regularly speaking at industry events, conferences and on webinars
- Developing and delivering on the long term strategy for multiple payroll products in the UK
- Driving strategic alignment between the UK and US leadership teams
- Leading the product development team to ensure we deliver the best possible customer benefit in the shortest time period
- Certified as an expert in Intuit's product development process, sharing best practices and leading design sessions for other teams
- Managing and mentoring junior product managers

Senior Product Manager | May 2018 – August 2020 | Intuit

I managed the QuickBooks Online Payroll products for the UK business unit.

VP of Product | February 2017 – May 2018 | Quadrotech

I created and evangelized a vision within the company that combined Quadrotech's two independent business lines into a single cohesive SaaS based product set. I was then tasked with building a product management team from scratch that drove this product vision forward into the market.

My role was to help the team break down cross functional walls to make sure that they were able to draw feedback from and provide support to all areas of the organization. I also played a key role in helping Quadrotech manage strategic customer and partner relationships.

CEO | July 2012 – February 2017 | Cogmotive

As Co-Founder and CEO of Cogmotive, I built a SaaS application out of an idea and brought it to market to enterprise customers across the globe. We grew revenue by many multiples year on year, eventually turning the product into a highly profitable multi-national company with 3,000 customers and 12 employees.

Cogmotive was acquired by Quadrotech in November 2016 for an undisclosed sum.

Further work experience can be found on my LinkedIn profile

EDUCATION

Masters of Management (Information Technology) | 2009-2011

Charles Sturt University