

Manuel Losada Rodríguez

Product Leader · Product Manager / Product Owner · Secure Digital Products, SaaS, APIs & Cloud-Connected Platforms

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Product leader with 10+ years of experience building and evolving complex technology products across secure digital environments, cloud-connected systems, and data-driven platforms. Strong blend of product strategy, roadmap definition, cross-functional delivery, and technical fluency across SaaS, mobile, APIs, IoT, biometrics, payments, and hardware-software systems.

EDUCATION

Master's Degree in Industrial Automation

University of Alcalá · 2010–2012

Programming focus, artificial vision, and industrial standards. Second best record of the master.

Industrial Technical Engineering · Computing & Electronics

University of Alcalá · 2007–2010

Coursework in C, Assembly, VHDL, and Java. Second best record of the degree.

Satellite Design and Communications

IHK – Copenhagen · Jul 2010

CORE STRENGTHS

- Product Strategy
- Roadmapping
- Product Discovery
- Backlog Prioritization
- Cross-functional Leadership
- Stakeholder Management
- Product Delivery
- Continuous Improvement
- KPI Definition
- Agile / Scrum

TECHNICAL DOMAIN

- SaaS
- Cloud-connected Products
- APIs & Integrations
- Mobile Applications

PROFESSIONAL EXPERIENCE

Ocean Data Product Lead · Satlink

Nov 2024 – Present
Madrid, Spain

- Define and execute the strategic roadmap and product vision for the Ocean Manager program and Ocean Data buoy line, aligning priorities with market demands and long-term business goals.
- Lead cross-functional development and complex system integrations, improving ocean monitoring platforms through scalable technical solutions.
- Collaborate with engineering teams and stakeholders to ensure strong data quality, reliability, and deliverables aligned with user needs and operational KPIs.

Tech Product Designer · Consultant

Oct 2023 – Nov 2024
Madrid, Spain

- Advised companies operating in high-security digital environments on product strategy, technical architecture, and solution design.
- Designed new digital solutions or adapted existing products to market needs, including machine learning use cases, ChatGPT API integrations, Android apps, and immersive viewers.
- Helped organizations evaluate third-party services versus custom development based on feasibility, business needs, and product fit.

Head of Product · B-FY

Jan 2020 – Aug 2023
Madrid, Spain

- Defined product scope, strategy, and roadmap for secure biometric identity and online payment solutions across web and physical channels.
- Worked with multidisciplinary engineering teams to deliver market-ready IAM and payment products, balancing security, usability, and

- IoT
- Cybersecurity
- IAM
- Secure Authentication
- PSD2
- GDPR
- Data Privacy
- AI / ML Use Cases
- Scalability
- Reliability

TOOLS & METHODS

Collaboration & tracking

Jira, Confluence, Notion, Trello, OneDrive

Technical background

Java, Kotlin, Python, C, C#, ASP.NET, VHDL, Embedded Systems, Android Development, AWS environments

Approach

Business-technology alignment, low-friction UX, multi-technology product design, product-market fit orientation

LANGUAGES

Spanish

Native

English

Full professional competence

RECOGNITION

100 Best Ideas Award 2023

La Caixa

Product Hackers Awards 2019

Utilities & Tech

technical feasibility.

- Supported fraud-reduction services for enterprise clients and adapted products to different service models while maintaining GDPR alignment and strong data privacy standards.

Tech Product Manager · Biocryptology – B-FY Jan 2018 – Jan 2020 Madrid, Spain

- Coordinated product roadmap definition for secure identity and PSD2-compliant payment solutions.
- Aligned technical and business inputs to support implementation of the most suitable solution.
- Contributed to secure biometric identification and payment products for web and physical environments, with attention to usability and performance.

Product Owner · Biocryptology Jan 2017 – Dec 2018 Madrid, Spain

- Led technical definition and research for IoT and secure biometric identification applications.
- Created detailed documentation, explored new technologies, and supported integration with existing systems and cloud services.
- Worked on secure communication approaches for Android, iOS, and proprietary hardware across both high- and low-level security layers.

Product Owner · Gamma Solutions May 2014 – Jan 2017 Madrid, Spain

- Led R&D initiatives for hardware and software products used in field devices with cloud connectivity.
- Contributed to the development of a monitoring system for large-scale solar plants and other industrial solutions under strict operational requirements.
- Participated in innovation projects presented to national and European programs, including ICEX and Horizon 2020.

SELECTED PROFILE HIGHLIGHTS

End-to-end product vision

Experience spanning discovery, roadmap definition, delivery, launch, and continuous improvement.

Strong technical fluency

Comfortable working across cloud services, APIs, mobile apps, embedded systems, hardware, and secure architectures.

Regulated and secure environments

Hands-on product work in cybersecurity, IAM, GDPR-sensitive, and PSD2-related contexts.

Cross-domain perspective

Background in software, hardware, IoT, biometrics, data platforms, and applied R&D.

SELECTED INDEPENDENT PRODUCT WORK

English Conversationalist

Non-commercial Android application to explore and test advanced OpenAI API capabilities.

TimelyShot

Android app that calculates the ideal moment for photography using a custom algorithm.

Interactive Rural Tourism System

Web and physical system providing routes and digital content.

EARLIER EXPERIENCE

Developer – Tech Product Manager · RingApp

May 2013 – Jun 2015
Madrid, Spain

- Co-founded a company and contributed to product definition and software architecture across server, Android, and iOS applications.
- Implemented user communication features and used anonymous usage analysis to support continuous UX improvement.
- Built an end-to-end view of product creation from concept to operational release.

SW Researcher – R&D · University of Alcalá

Mar 2010 – Jun 2013
Madrid, Spain

- Conducted applied R&D in indoor positioning, computer vision, robotics, and Android navigation solutions.
- Developed algorithms and prototypes spanning software, embedded systems, and real-world implementation.
- Built the technical foundation that later supported product leadership across software-hardware systems.

ADDITIONAL VALUE

What differentiates this profile

- Rare combination of product leadership and hands-on technical depth.
- Able to align business goals with engineering reality from the earliest stages.
- Comfortable in $0 \rightarrow 1$, $1 \rightarrow N$, and product evolution scenarios.
- Strong at structuring complex products into workable, scalable decisions.

Best-fit environments

- SaaS, platforms, and cloud-connected products.
- Secure digital products, IAM, identity, payments, and regulated services.
- Data-driven products with field devices, IoT, or hardware-software interaction.
- Cross-functional teams that need strong business-technology translation.