MICHELE LUCCHESE

Head of Product | Product Strategy & Full Stack Engineering

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PROFESSIONAL SUMMARY

Product and engineering leader with 10+ years in enterprise B2B/B2G SaaS. I lead a 15-person Product & Innovation office reporting to the COO, combining product strategy, commercial experience and hands-on software delivery. My work spans enterprise document and process platforms, AI assistants, mobile apps and desktop software. I bring an International MBA and end-to-end ownership: from business model and roadmap to architecture, development and operations.

PROFESSIONAL EXPERIENCE

Head of Product | Enterprise SaaS

January 2024 - Present

- Lead Product & Innovation across Solutions Engineers, Product Managers and Business Analysts, covering product, presales and R&D.
- Own strategy, roadmap and budget for Requiro: enterprise process digitalization, eIDAS e-signatures, certified email, supplier qualification, legal-grade archiving, customs documentation, RPA and ML-based document processing.
- Define MBO targets, budgets and business plans; coordinate innovation initiatives, ISO certification activities and pre- and post-merger work across group companies.
- Work on Custodo: modular business software, PostHog product analytics, consent and data masking; a reproducible pipeline for demos and bilingual product content.

Project Manager / Presales Specialist / Product Manager | Enterprise SaaS

April 2015 - December 2023

- Delivered document-management, workflow and innovation projects for mid-to-large enterprises within regulatory and fiscal constraints.
- Led client workshops, presales and RfP responses, translating business needs into compliant IT solution designs.

Chess Instructor & Regional Referee / Hospitality Co-op Member

June 2010 - December 2019

During school and university: CONI-certified instructor and regional referee at ASD Scacchi Valpolicella (FIDE rating 1851); member of the Azalea cooperative, working in hospitality and restaurant operations.

PRODUCT AND ENGINEERING PRACTICE

Product analytics with PostHog, activation funnels and replay analysis checked against operational data; contextual onboarding and lifecycle emails. Freemium plans, Stripe and RevenueCat subscriptions, partner distribution and social content pipelines. TypeScript, React / React Native, Node.js, PostgreSQL, Python and Tauri / Rust; Docker, Cloudflare, CI/CD and mobile store delivery.

PRODUCT PORTFOLIO

Selected work across enterprise SaaS, legal technology, prepress, personal finance, workforce management and personal safety. Full portfolio: michelelucchese.xdevapp.it.

Custodo | Enterprise SaaS Modular business platform with AI document extraction, workflows, signatures and collaboration. Product analytics with PostHog; 54 public product videos covering 27 topics in Italian and English. React, Node.js, PostgreSQL and Python. custodo.ai

Perlegis | Legal technology Assistant platform for Italian lawyers: practices, procedural deadlines, hearings, legal agenda and an AI assistant. Web and mobile clients, a shared rules engine and a multi-tenant backend with PostgreSQL / pgvector. perlegis.ai

CYANOIQ | Desktop & cloud Modular prepress software: SheetIQ for imposition and variable data, 3DIQ for packaging mockups, and ProofIQ for online proof approval. Tauri / Rust, React and a Python PDF engine, with cloud licensing and payments. cyanoiq.com

penNO | Personal finance Personal and shared finance app with 200+ registered accounts (production DB, November 2026). AI entry, subscriptions and MCP; iOS, Android and web. Freemium model and an 11-week editorial plan across five social channels. penno.pro

sonoQui | Workforce SaaS Attendance SaaS with clock-in, leave, payroll export and a partner console. Compared PostHog funnels, 52 replay records and DB outcomes to identify first-clock-in barriers and revise onboarding and lifecycle emails. sonoqui.pro

Argo Eye | Personal safety Mobile emergency alerts for trusted contacts, live location sharing, audio/video streaming and voice activation. React Native / Expo, Node.js, PostgreSQL and WebRTC.

EDUCATION

International MBA | Fondazione CUOA, 18th edition

May 2024 - October 2025. Vietnam/Singapore study trip; Organizational Behavior module with the University of Michigan-Dearborn (remote).

Master’s in Business Management and Digital Technologies | Uninettuno

October 2016 - December 2019 | 104/110. Thesis on Business Process Reengineering applied to Contract Lifecycle Management.

Bachelor’s in Business Administration | University of Verona

October 2012 - December 2015 | 93/110. Thesis on Electronic Data Interchange and business competitiveness.

Accounting and Economics Diploma | ISIS San Pietro in Cariano

September 2008 - July 2012 | 94/100. Thesis: Chess, more than just a game.

LANGUAGES

Italian: native | English: C1

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