



# FELIX JESSE

## SENIOR PRODUCT MANAGER

### CONTACT

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### EDUCATION

M.Sc. Mechanical Engineering  
*Renewable Energy Technologies*  
RWTH Aachen 2010 - 2018

### EXPERTISE

- Energy & Sustainability Tech
- B2B SaaS Platforms
- Building Product Organizations
- Operational Systems & Data Quality
- AI in Product Work

### LANGUAGES

- German (native)
- English (fluent)
- Spanish (conversational)

Cologne, April 2026

### PROFILE

Senior PM and Head of Product with a technical background and seven years of experience in B2B SaaS in Energy and Sustainability Tech – from customer journey platforms to real-time operational systems. I translate product strategy into measurable business outcomes and develop accountable teams.

Most recently at Vytal, I led Product & Design across three teams, established structured prioritization and lean roadmapping, and rolled out an Event Operations System that significantly improved data quality and invoicing speed. AI is a force multiplier in my product work – deeper discovery and faster delivery.

### EXPERIENCE

- **Head of Product** 08/2024 – 12/2025  
Vytal Global GmbH, Cologne  
**Scope:** Led Product & Design (3 PMs, 2 Designers), cross-functional collaboration with Engineering, Sales, Operations and Marketing; reported to CEO.
  - Established product vision as north star and built the first cross-functional roadmap → embedded a product-led mindset and significantly increased stakeholder buy-in
  - Built and scaled the product organization, including hiring, mentoring, role definition, and performance development
  - Introduced first digital Event Operations System (previously: pen and paper) for 1M containers per weekend – error rate from ~20% to near zero, invoicing from 7 days to near real-time, ~30% unbillable invoices eliminated
  - Drove international rollout of Tap2Borrow across 5 markets, generating €50k ARR in license revenue and ~€200k ARR in transaction volume within 3 months
  - Launched a new inventory and invoicing system, increasing lost-item payment rate by 50%+ and strengthening partner trust
- **Senior Product Manager** 01/2023 – 12/2023  
epilot GmbH, Cologne  
**Scope:** Leading Journey Builder Team & Product Hub Team
  - Enabled digitalization of complex grid connection requests for key grid operators through new Product Hub with multi-dimensional, individually configurable pricing
  - 100 live Journeys with 5+ custom automation steps via new Automation Builder
  - Coached a Junior PM to independent team ownership
- **Product Manager** 04/2019 – 01/2023  
epilot GmbH, Cologne
  - Launched no-code tool enabling 250+ live customer journeys, multiplied digital leads tenfold in 12 months
  - Enabled platform scaling by making all customer-facing components configurable (Journeys, Styling, Products, Documents)
  - Led multiple cross-functional teams, one built from scratch