

Burak Boyaci

(978) 227 8558

b.boyaci@hotmail.com

Experienced software product manager proficient in all facets of product life cycle. Skilled in short and long-term roadmaps and strategies, and new product development. Managed large and cross-functional groups spread globally. Strong analytical, quantitative and data-driven mindset.

EXPERIENCE

Director, Product Management — Bentley Systems – Sunrise, FL

September 2020 - PRESENT

- Managed design products for different engineering disciplines that 80K+ engineers use every day; OpenRoads, OpenRail, OpenBridge, OpenSite, etc.
- Lead 45 engineers/developers spread around the world within 5 teams (Product Management, Software Development, QA, User Success and Tech. Support)
- Responsible for a business unit with \$100M+ yearly revenue
- Contributed to 4x acceleration in user adoption/acquisition within major users (DOTs) resulted in 25% revenue increase for the product line
- Improved NPS by +19 by focusing on quality and stability
- Created long-term strategy, roadmaps and revenue forecasts
- Achieved 30% cost savings and accelerated R&D recruitment cycle by 4x through spearheading the start of a new lower-cost region office
- Analyzed usage, revenue and adoption data and metrics for business decisions

Manager, Product Management — Bentley Systems – Sunrise, FL

March 2020 - September 2020

- Orchestrated 4 brands for bridge engineering discipline (OpenBridge, LEAP Bridge, LARS Bridge and RM Bridge) by leading 4 product managers
- Delivered 95% on-time releases by adopting a new product launch process
- Launched a new product (LARS Bridge) with a goal of customer retention
- Started a new 0 to 1 product to address a market gap (\$50M/year TAM)
- Generated extra \$2M+ sales by leading a campaign involving marketing and sales

Product Manager — Bentley Systems – Sunrise, FL

Jan 2017 - March 2020

- Performed product management in multiple bridge engineering design software (LEAP Bridge Steel, LARS Bridge and OpenBridge Designer)
- Produced 100+ high quality and detailed product requirement documents (PRDs)
- Prioritized the backlog based on user needs and managed tradeoffs
- Saved 30% on marketing & sales cost by creating a product consolidation strategy

Structural Engineer — TranSystems – Boston, MA

July 2010 - January 2017

- Managed multiple bridge design and rehabilitation projects - completed on-time and within budget

EDUCATION

M.Sc., Civil (Structural) Engineering

University of Massachusetts
Lowell, Lowell, MA

August 2008- June 2010

B.Sc., Civil Engineering

Middle East Technical
University, Ankara, Turkey

September 2003- June 2008

Certified Product Manager

Pragmatic Institute

April 2022

Lead Operational Excellence

Massachusetts Institute of
Technology, Cambridge, MA

December 2021

SKILLS & SPECIALTIES

Product Requirement Documents (PRDs)

Cross-functional Team Lead

Go-to-Market Strategy

Product Launch

Product Roadmapping

Conception to Launch
Product Delivery

Product Strategy

Product Lifecycle
Management

Data-driven Decision Making