

Marie-Constance Schimming Muñoz

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SUMMARY & KEY ACHIEVEMENTS

Product and operations leader with experience scaling SaaS and IoT products from early-stage to enterprise acquisition. Strong track record in defining product direction, shaping operational processes and designing tooling, while driving cross-functional execution in complex environments.

- Reduced enterprise IoT implementation timelines by 40% via new internal tools and process redesign
- Enabled 3× increase in delivery capacity through scalable systems and tooling decisions
- Reduced stakeholders per project from 15 → 6, lowering delivery complexity and cost
- Led global reseller rollout across 28 subsidiaries (5 continents)

WORK EXPERIENCE

Freelance / Self-Directed

Product Operations & AI Automation Consultant

Berlin, Germany

Feb 2026 - Present

- Conducting operational audits and designing AI workflow improvements for small business clients (n8n, Make, Claude)
- Building full operational infrastructure for a personal training business from scratch
- Developing applied AI projects and custom tooling; portfolio at marieconstancemuniz.com/lab/

Jones Lang LaSalle (JLL Technologies)

Operations And Internal Tools Product Manager

Berlin, Germany

Jul 2022 - Sep 2025

Fortune 200 Real-Estate Services Company that acquired Envio Systems

- Owned product direction for internal tools and systems supporting enterprise IoT deployments
- Defined where to build, buy, or redesign processes, shaping scalable delivery systems
- Designed and built internal tools from 0→1 that reduced reliance on engineering-heavy roles, enabling lower-cost delivery
- Redesigned workflows and system dependencies to increase delivery speed and capacity
- Led cross functional alignment and change management across engineering, operations and commercial teams

Envio Systems GmbH

Product Lead

Berlin, Germany

Oct 2020 - Jul 2022

Early employee at energy & IoT SaaS startup (7 → ~130 employees) prior to acquisition

- Led and developed a team of up to 5 product managers across customer-facing platforms and internal tooling
- Established structured product and planning processes, shifting from ad hoc delivery to outcome-driven execution
- Drove cross-functional planning across product, engineering, operations, and commercial teams to align priorities and improve execution
- Supported product and commercial due diligence, helping position the company for acquisition

Product Manager

Nov 2019 - Oct 2020

- Owned roadmap for core SaaS platform and growing ecosystem of third-party integrations, enhancing usability and expanding the overall product capabilities.
- Led go-to-market strategy across product, sales, and operations
- Built a structured collaboration model with CX and clients to systematically inform prioritization.

Product & Marketing Manager

Dec 2018 - Nov 2019

- Led product positioning and go-to-market strategy, supporting early customer acquisition
- Delivered UI/UX redesign alongside rebrand, increasing user satisfaction (~20% NPS)
- Built and scaled the design function, embedding it into product development to improve UX quality and consistency
- Built partner enablement programs supporting resale across 28 subsidiaries and 5 continents

Hollmann Consulting

Operations Consultant (Freelance)

Berlin, Germany

Jan 2018 - Dec 2018

- Optimized workflows for logistics pilot, improving delivery reliability
- Enabled near real-time delivery tracking through process improvements
- Built feedback loops and led user testing to inform and validate tooling improvements

Hoard / Einfach GmbH

DACH Operations & Business Development Manager

Berlin, Germany

Nov 2016 - Dec 2017

- Led partner acquisition and onboarding across DACH region
- Built and scaled operational processes, improving service performance
- Co-designed Zalando pilot reducing delivery time from ~1 day to 2 hours, and led user testing of new application

Trinity Biotech

Biotech Product Manager

San Diego, CA

May 2015 - Jul 2016

- Led cross-functional team of 7 developing diagnostic kits within a highly regulated environment.
- Designed experiments to develop synthetic alternatives to scarce materials, improving supply reliability and reducing cost
- Translated regulatory requirements into structured development plans and reporting

EDUCATION

Hochschule für Wirtschaft und Recht

MSc International Business Management

Berlin, Germany

2017-2018

University of California San Diego

MSc Biochemistry

San Diego, CA

2015-2016

University of California San Diego

BSc Human Biology, Minor in Mathematics

San Diego, CA

2012-2015

SKILLS & INTERESTS

Product Management: Product Strategy · Roadmapping · Product Discovery · Requirements Definition · Go-to-Market Execution · UX Optimization · Internal Tooling (0→1) · Workflow Redesign · Metric Definition & Reporting · Data-informed Decision Making · Build vs. Buy Analysis · SaaS · IoT

Operations & Program Management: Process Design & Optimization · Cross-functional Execution · Stakeholder Management · Change Management · Program & Project Delivery · Operational Scaling · OKRs & Planning Frameworks · Partner Enablement · Due Diligence Support

AI & Automation: AI Workflow Automation · Prompt Engineering · No-code / Low-code Tooling · Process Automation · AI-assisted Operations

Tools & Platforms: Claude · ChatGPT · Lovable · n8n · Make · Zapier · Notion · Jira · Figma · Miro · Confluence · Google Analytics · Amplitude · Salesforce · HubSpot · Zendesk · Tableau · Productboard · Slack

Languages: English (Native) · German (Working Proficiency) · Spanish (Intermediate)