Brian Lloyd

DIRECTOR, AI PRODUCT MANAGEMENT

PROFILE

Director-level AI product leader with 20+ years delivering fintech, payments and SaaS platforms. I turn complex customer and business problems into AI-enabled products, smarter workflows and measurable value. At Corpay, my work spans Virtual Fleet Manager (VFM), AI Development Lifecycle (AI-DLC) practices, and connected Driven web and mobile experiences. I combine applied AI, LLMs and AI agents with hands-on fluency in data, APIs, platform architecture, risk and responsible deployment. I partner with globally distributed product, engineering, design, security and commercial teams to set strategy, align roadmaps, validate outcomes and launch customer-centered solutions. My approach blends operational discipline, collaboration and practical innovation that drives growth.

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EDUCATION

2018 - 2020

Master of Business Administration

Villanova University / MBA (Online)

2010 - 2015

BS | Business Management

Shuffield University / San Antonio / Texas

CERTIFICATION

Issued 2020

SAFe 5.1 POPM Certification

Issued 2015

Project Management Professional

Issued 2012

Certified ScrumMaster (CSM)

SKILLS

AI Product Strategy | Roadmaps

LLMs | AI Agents | Generative AI

AI-DLC | Human-Led Validation

Fleet AI | Payments | Risk

APIs | SaaS | Web / Mobile

EMPLOYMENT HISTORY

Present – 2023

Director, AI Product Management

CORPAY Inc. | REMOTE

- Lead AI and digital product strategy for Corpay US Vehicle Payments, including Driven Web/Mobile, fleet intelligence, platform APIs and payments.
- Advance Virtual Fleet Manager (VFM), which analyzes fuel purchases, identifies lower-cost nearby stations, flags missed savings and enables driver outreach.
- Help operationalize AI-DLC with product acceptance criteria and AI-assisted code and tests under human review. Pilot benchmarking showed 74% faster delivery.
- Partner across FleetNet/API, engineering, data and business teams to resolve dependencies, prioritize value and deliver actionable fleet insights.
- Guide multi-team delivery for Driven, Amazon SmartFill and digital growth experiences, from discovery and roadmap through release and iteration.

2023 – 2018

Director of Product (Innovation, growth)

US Ventures | Capital Investments | REMOTE

- Oversee a $32.9M annual product development budget, driving strategic investment decisions and coordinating across five agile teams to ensure on-time, high-quality product delivery.
- Delivered 20% revenue growth in 2023 by leading the development and commercialization of three scalable SaaS products, driving market expansion and customer adoption.
- Spearheaded the launch of a new product line, increasing company revenue by 35% YoY in Q1 2023 and establishing a new high-growth business segment.
- Led the development and go-to-market strategy for the company's first B2B AI/ML-powered product suite, positioning the business at the forefront of innovation and automation.
- Built and mentored high-performing product management teams, fostering a culture of innovation, cross-functional collaboration, and continuous learning to drive long-term success.

2018 – 2008

Vice President of Product & Innovation

Stripe Inc. | REMOTE

- Led and scaled cross-functional teams of product managers, designers, and engineers to deliver enterprise-focused SaaS solutions, driving a 25% increase in customer retention and 20% revenue growth.
- Developed and executed data-driven product strategies, leveraging market research, competitive analysis, and user insights to create a high-impact product portfolio—resulting in a 30% market share increase and 15% boost in customer satisfaction.
- Optimized product development processes by implementing SAFe, Agile, and Scrum methodologies, achieving a 40% reduction in time-to-market and a 20% increase in team productivity.
- Defined and executed the company's long-term product vision and roadmap, ensuring strategic alignment with business objectives and positioning the company for sustained market leadership.

2008 – 2000

Senior Product Director - Mobile/Web

JP Morgan Chase Co | Cardmember Services

- Led the development of a next-generation cloud-based banking solution, streamlining customer workflows and reducing task completion time by 35%, resulting in a 22% YoY revenue increase.
- Defined and executed strategic product roadmaps, ensuring seamless alignment with organizational objectives, market trends, and stakeholder priorities.
- Spearheaded the launch of Chase Mobile's fraud detection and prevention tools, achieving an average 4.5-star rating from over 1 million customers within six months of deployment.
- Transformed customer feedback intake and analytics for the banking division, driving a 63% increase in user retention within the first year through actionable insights and continuous product improvements.

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EXPERTISE

- AI Product Strategy | Execution
- Generative AI | LLMs | AI Agents
- AI-DLC | Responsible AI Delivery
- Virtual Fleet Manager | Fleet AI
- Platform APIs | Data Integration
- Web | Mobile | SaaS Products
- Roadmaps | Discovery | GTM
- Risk | Security | Governance
- Outcomes | Analytics | Agile

LANGUAGE

English (Native Speaker)

Thai | Cambodian (Fluent / Bilingual)

Arabic (Basic Knowledge)

INTERESTS

Outdoors Enthusiast
Fish, Hiking, Camping

Music
Piano, Violin

Reading | Writing
Author, Business and Fiction

Photography
Landscape and Birds

SOFTWARE EXPERIENCE

AI and automation: Generative AI, LLMs, AI agents, AI Development Lifecycle (AI-DLC), Kiro, prompt engineering, human-in-the-loop review, machine learning and predictive analytics. Product and delivery: Jira, GitHub, ZenHub, Figma, Miro, UXPin, Mural, Coda, Agile, Scrum, SAFe, discovery, roadmapping and experimentation. Data and platforms: APIs, JSON, SQL, Salesforce, Power BI, Google Analytics, Datadog, Grafana, Kubernetes, React Native, SSO, SaaS, PaaS and IaaS.

PRODUCT PORTFOLIO

ZeroMe
Sustainability B2B, B2C Product
www.zerome.com
Market Release 2021-2023

Awards
2023 Sustainability "Best of" Winner
Venture Capital Series A Fund Winner

Fortify
Payment Systems
www.stripe.com
Product Leadership 2008-2018

Impact
25% customer retention increase
20% revenue growth
30% market share increase

JP Morgan Chase Co.
Chase Online | Mobile
www.chase.com
Market Release 2001-2006

Awards
2004 "Best of Banking" Winner
2002 National Presidents Award
2001 Mobile Banking Innovation Award

Corpay
Driven | VFM | SmartFill
Fleet AI | AI-DLC | Payments
www.corpay.com
Product Portfolio 2023-Present

Awards
2024 "Best of Spend Management"

REFERENCES

Lisa Knuth
Chief Product Officer (Peer)
US Venture | Breakthrough Fuel LLC
Phone : +1 (512) 669 8787

Kelson Adams
Senior Full Stack Engineer (Team Member)
Government CIO Transformation Team
Phone : +1 (415) 619 8667

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TO WHOM IT MAY CONCERN

Dear Hiring Manager,

I am pursuing a Director, AI Product Management role, bringing more than two decades of leadership in fintech, digital payments, SaaS and customer-facing platforms. I focus on applying AI to real customer problems: setting product vision, defining measurable value, aligning cross-functional teams and delivering responsibly. My experience combines strategic planning with hands-on product discovery, platform integration and go-to-market execution.

At Corpay, my work includes Virtual Fleet Manager (VFM), a live Fuelman Driven capability that analyzes fuel purchases, surfaces missed savings against lower-cost nearby stations and makes driver outreach actionable. I also help advance the AI Development Lifecycle (AI-DLC), where product-defined requirements guide AI-assisted engineering, testing and human validation. Pilot benchmarking showed approximately 74% faster end-to-end development versus the traditional baseline. This pilot result reflects human-reviewed work, not a production-wide guarantee.

I bring product leadership across Driven Web/Mobile, payments, fleet experiences and enterprise APIs, with close collaboration across product, engineering, data, security and commercial groups. Earlier roles include managing a $32.9M annual development budget and delivering SaaS launches tied to revenue growth. I bring structure to complex decisions while keeping teams focused on adoption, customer outcomes, reliability and responsible AI delivery.

I would welcome a conversation about how my experience in AI strategy, fleet intelligence, scalable product operations and multidisciplinary execution could help your organization build useful, trusted products and deliver measurable business results.



SINCERELY,
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