

# Chris Chevalier

## Senior Product Leader - Cybersecurity Platforms & Endpoint Security

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### SUMMARY

Senior product leader with extensive experience delivering cybersecurity platforms and endpoint security products across MDR, EDR, and data protection domains. Proven ability to define product strategy, modernize agent-based solutions, and guide cross-functional teams to deliver high-impact capabilities for enterprise customers. Strong background in building 0-to-1 SaaS applications, managing endpoint agents across multiple operating systems, and partnering closely with SOC analysts, detection engineering, architecture, and UX. Recognized for stabilizing complex initiatives, creating clarity from ambiguity, and driving adoption of both platform and endpoint products.

### CORE LEADERSHIP CAPABILITIES

- Cybersecurity product strategy across platform and endpoint portfolios
- SOC-aligned workflow design & MDR service enablement
- Multi-team roadmap ownership & execution discipline
- Customer discovery with CISOs, analysts, and service owners
- Data-driven prioritization & structured decision-making
- Cloud-based platform development & distributed system SaaS applications
- Technical fluency enabling strong engineering partnerships
- Driving adoption and scaling of B2B SaaS platforms and endpoint applications, both 0-to-1 and existing products

### PROFESSIONAL EXPERIENCE

#### Binary Defense

##### Senior Product Manager / Product Owner – BD Platform & Vision EDR

2023–Present

##### Platform Leadership (BD Platform)

- Built BD Platform, a centralized customer portal, from the ground up into a production-ready B2B SaaS application supporting MDR and service-delivery workflows.
- Onboarded 80% of all customers within the first year, establishing the platform as the primary interface for service delivery.

- Delivered seven major releases in the first year following initial release, including custom dashboards, partner support through hierarchies, credential lifecycle management, automated SOC Status Reports, and support for multiple non-MDR services.
- Integrated proprietary AI-based security event analysis and data enrichment service, demonstrating to customers the AI technology used by internal SOC analysts.

### **Endpoint Product Leadership (Vision EDR Agent/Server)**

- Owned product direction for the Vision EDR application, including modernization efforts across Windows, macOS, Ubuntu, and Debian.
- Improved OS parity, scalability, and supportability while resolving long-standing operational pain points.
- Delivered customer-driven enhancements such as expanded OS support, API integration for operations systems, and support for legacy systems required by key accounts.
- Rescued an agent enhancement project by identifying missing requirements with stakeholders, establishing milestones, and coordinating multiple teams to deliver a GA-ready release within 3 months, after a year of stagnation.

### **Security Operations & Detection-Adjacent Work**

- Partnered with SOC leadership and analysts to identify workflow inefficiencies and define capabilities that improved SLA adherence and operational throughput.
- Collaborated with Detection Engineering, SOAR Engineering, and service owners to understand data flows, event handling, and operational requirements for new features across incidents, escalations, and reporting, as well as facilitating customer workflows.

### **Cross-Functional Leadership**

- Owned multi-team roadmaps for both platform and endpoint products, maintaining planning readiness one quarter ahead for each.
- Partnered with Architecture and UX to ensure solutions were scalable, technically feasible, and aligned with customer expectations.
- Facilitated ideation, quarterly planning, and cross-team alignment across Engineering, SOC, Customer Success, and Product Marketing.

### **Zed Foundry LLC**

#### **Principal Consultant – Product Management & Product Marketing**

2020–Present

- Provided strategic product guidance, messaging, and technical content for technology clients.
- Designed and launched multiple web applications and technical solutions.

## **Lumension Security**

### **Group Product Manager – Endpoint & Data Security**

2008–2013

#### **Endpoint & Data Protection Product Leadership**

- Managed Application Control and Device Control/Data Protection products deployed globally on 2M+ devices across enterprise and government markets.
- Directed roadmap planning, customer research, and integration of third-party technologies to meet aggressive timelines.
- Achieved NIST FIPS 140 certification, enabling expansion into government cybersecurity markets.

#### **Cross-Functional & Global Team Leadership**

- Served as Product Owner for up to four engineering teams across the U.S., Europe, and Asia.
- Led multi-team release planning, feature definition, and customer-driven prioritization.
- Collaborated with Sales Engineering, Marketing, and Support to ensure successful launches and customer adoption.

## **iCrossing**

### **Senior Product Manager**

2005–2008

- Built large-scale data and analytics platforms supporting enterprise clients including Bank of America and Symantec.

## **Sonic Blue (Go-Video)**

### **Technical Director**

1995–2005

- Directed engineering, QA, and technical teams delivering a \$200M product portfolio.
- Managed global manufacturing and introduced multiple first-of-their-kind products.

## **EDUCATION & CERTIFICATIONS**

- B.S., Electronics Engineering – DeVry Institute of Technology
- Pragmatic Institute – Product Management Certification
- Certified Agile Professional – Product Owner
- SAFe Agile Training
- CISSP Training

## TOOLS & PLATFORMS

GitLab • ServiceNow • D3 • Sentinel • Confluence • Microsoft 365 • SOC tooling • Agile/Scrum/SAFe frameworks