

Joaquín Vergara Vallejos

Professional Profile

Lead Product Manager with around 10 years of experience in B2B SaaS, data, and cybersecurity. Experienced in leading technical teams, stakeholders, and enterprise customers to define product vision, prioritize roadmaps, and turn complex problems into scalable solutions.

Professional Experience

Apr. 2026 - **Lead Product Manager - Disruption**, *ZeroFox*, Santiago, Chile

Lead product strategy for Disruption, takedown, and operational automation initiatives, coordinating engineering and stakeholders to improve workflows, metrics, reporting, and digital-risk response.

2023 - Apr. 2026 **Senior Product Manager**, *ZeroFox*, Santiago, Chile

Owned B2B cybersecurity initiatives for enterprise customers. Led discovery, roadmap, requirements, and acceptance criteria with engineering, design, operations, and business teams. Modernized internal and customer-facing reporting with Superset and BigQuery, improving governance, scalability, and adoption.

2021 - 2023 **Product Manager**, *ZeroFox*, Santiago, Chile

Defined and executed roadmaps for digital risk protection products, managing requirements, prioritization, data analysis, and metrics with technical teams.

2016 - 2021 **Project Manager**, *Modyo S.A.*, Santiago, Chile

Led end-to-end software projects for digital platforms, CMS, public and private websites, authenticated flows, transactions, and digital payments, coordinating clients, engineering, QA, and stakeholders.

2015 - 2016 **Quality Assurance / Testing**, *Modyo S.A.*, Santiago, Chile

QA for digital products: functional validation, issue documentation, and collaboration with development to improve stability and usability.

Education

2025–2026 **Master in Bioinformatics and Biostatistics**, *CEMP*

2008–2015 **Computer Engineering**, *Universidad Técnica Federico Santa María*, Santiago, Chile

Skills

Product: strategy, discovery, roadmap, prioritization, PRDs, acceptance criteria, metrics, and stakeholders.

Projects: end-to-end delivery, agile methodologies, phased planning, risks, dependencies, and executive communication.

Data: BigQuery, SQL, Superset, dashboards, KPIs, metrics analysis, and reporting.

Technologies and methodologies: JavaScript, Python, SQL, Scrum, Kanban, Scrumban.

Languages

Spanish Native

English Advanced