

ANTONI D. PEYCHEV

Senior Product Manager | Legal Technology & AI Workflow Automation

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EU & UK Citizen | Remote-first | CET/GMT

Former civil litigation executive turned Senior PM with 10+ years in legal technology, compliance, and AI-enabled workflow products.

Product Specialist at **Thomson Reuters (Practical Law & HighQ)** - built the England & Wales civil litigation process into an automated decision tree still used by law firms today. Deep experience in regulatory compliance product delivery (KYC, GDPR/ePrivacy, SDK governance) and GenAI workflow integration across B2B SaaS.

Combines rare legal domain depth with modern product delivery.

KEY ACHIEVEMENTS

Thomson Reuters - Practical Law

Built E&W civil litigation process into automated decision tree; reduced user retrieval time by 50% across 3,000+ classified legal queries

Moove - Netguru

Built & shipped self-onboarding platform across 9 markets, 3 continents - saving \$100k+ in operational costs over 6 months

Leyton R&D - Transformation

Led 30-person cross-continental team managing 25+ digital products across 6 countries; automated AI/ML-assisted R&D claim workflows

EXPERIENCE

Senior Product Manager - Patrianna Oct 2023 – Present | Remote · B2B SaaS

- ▶ Own end-to-end product strategy and roadmap for a strategic B2B partner integration - translating business objectives into prioritised delivery cycles across engineering, design, and commercial teams
- ▶ Led compliance product delivery across KYC/fraud prevention, GDPR/ePrivacy consent & cookie management, SDK governance, and geolocation compliance - bridging regulatory requirements with scalable product specs
- ▶ Designed and implemented AI workflow integration across product operations - mapping LLM-based automation opportunities and measuring impact on delivery speed and manual processing overhead
- ▶ Established product KPI frameworks tracking full feature lifecycle from discovery through post-release iteration

Senior Product Manager - Netguru Jul 2022 – Oct 2023 | Remote · Product Consultancy

- ▶ Embedded Senior PM across simultaneous client engagements in legaltech, fintech, and SaaS - delivering product strategy, AI-assisted workflow design, and MVP execution
- ▶ **Codex 102 (Swiss legaltech)**: Advised on product approach for a legal knowledge management platform; contributed to materials for the 6th Swiss Notarial Congress on digital document management
- ▶ **Moove (African fintech unicorn, Series B)**: Built and shipped user self-onboarding platform across 9 markets & 3 continents - saving \$100k+ in operational costs over 6 months
- ▶ Legaltech client: Improved sign-up conversion 25% via full onboarding redesign; fintech client: reduced onboarding time 30% through structured A/B testing

Senior Product Manager - SaturnF1 Sep 2021 – Jun 2022 | Hybrid · London · Insurtech

- ▶ Acted as CPO for Tamedocs - an AI-assisted legal document management startup - owning full product vision, strategy, build roadmap, and GTM execution
- ▶ Validated MVP proposition with 20+ UK insurers, securing 5 partnership agreements and advancing product to build stage
- ▶ Delivered AI-enhanced risk assessment tool integrating automated data processing into insurance underwriting workflows

Global Business & Digital Transformation Manager - [Leyton R&D](#) Jan 2019 – Aug 2021 | Hybrid · London · Taxtech

- ▶ Led cross-functional digital transformation programme managing 25+ internal products (APIs, ML algorithms, OCR, ERP, CRM) across 30 people spanning 6 countries and 3 continents
- ▶ Mapped and redesigned end-to-end business processes across sales, consulting, QA, and operations - implementing AI/ML-assisted workflow solutions that materially reduced manual processing overhead
- ▶ Automated R&D tax claim workflows using AI/ML tooling; advised C-suite directly on digital transformation strategy

Salesforce PMO Analyst - [IBM iX](#) Apr 2017 – Jan 2019 | Hybrid · London · Consulting

- ▶ Managed delivery across 30+ Salesforce projects in EMEA - from £20k rollouts to £7m multi-cloud transformation programmes
- ▶ Delivered Agile methodology training to 200+ EMEA consultants; automated 10+ internal QA processes reducing manual overhead

Product Specialist, Legal Knowledge Management - [Thomson Reuters](#) May 2014 – Apr 2017 | Hybrid · London · Legaltech

- ▶ Product Specialist for Practical Law (Dispute Resolution) - flagship legal knowledge product used by thousands of UK law firms, barristers' chambers, and in-house legal teams globally
- ▶ Designed and built E&W civil litigation process into an automated decision tree, enabling law firms to embed structured litigation workflow guidance directly into their case management systems
- ▶ Created, tested, and validated value propositions and PoCs for Panoramic - Thomson Reuters' next-generation matter management and legal workflow platform
- ▶ Worked directly with solicitors, barristers, and in-house counsel to translate complex legal process knowledge into scalable product features; contributed to 10% increase in product profitability

Fee Earner, Occupational Disease - [BLM](#) Aug 2013 – May 2014 | London · Civil Litigation

- ▶ Managed independent caseload of 50+ occupational disease claims; drafted pleadings, witness statements, and court applications under Civil Procedure Rules

Litigation Executive, Personal Injury - [Moore Barlow LLP](#) Dec 2011 – Aug 2013 | Southampton · Civil Litigation

- ▶ Managed independent caseload of 50+ personal injury claims (EL, PL, RTA); advised clients directly on legal merits and case strategy under CPR

EDUCATION

MA in Business and Law - BPP University
LPC- BPP University
LLB Law - University of Kent

CORE SKILLS & KEYWORDS

Legal Technology · LegalOps · Legal Workflow Automation · Knowledge Management · CLM · Regulatory Compliance · KYC & Fraud Prevention · GDPR/ePrivacy · SDK Governance · AI/GenAI Integration · Product Strategy · 0→1 Execution · Product-Led Growth · Cross-functional Remote Leadership · Data-Driven Decision Making · A/B Testing · PRD Writing · Stakeholder Management