Richard Robitaille-Muffler

Director of Product Management | Cybersecurity & Endpoint
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PROFESSIONAL SUMMARY

Product management leader with 10+ years driving endpoint detection and response (EDR) and cybersecurity product strategy from concept through GA. Track record of building and scaling cross-functional, globally distributed teams, partnering with R&D, SOC, IR, Threat Hunting, sales engineering, UX, and customer success to deliver measurable outcomes. Deep hands-on experience owning product backlogs, translating high-level goals into actionable engineering requirements, and orchestrating go-to-market for SaaS security platforms at SentinelOne, Dell Secureworks, and Cylance (BlackBerry). Skilled at operating at pace in high-growth environments and championing AI-enabled product practices.

EXPERIENCE

Director of Product Management — Spectra Intelligence & Spectra Analyze

ReversingLabs · Remote | June 2025 – Present

- Own product strategy and roadmap for the Spectra Intelligence and Spectra Analyze product lines, platforms trusted by the world's leading cybersecurity vendors, Fortune 500 enterprises, and federal agencies for advanced threat intelligence and malware analysis.
- Drive cross-functional alignment across globally distributed R&D, sales engineering, and customer success teams to prioritize the backlog and deliver high-impact releases on schedule.
- Championed AI integration into internal product management processes, accelerating roadmap planning, requirements generation, and competitive analysis, leveraging Claude and other AI platforms to improve team velocity.
- Engage directly with key customers and partners to gather product feedback, validate priorities, and ensure continued platform differentiation in the threat intelligence market.

Senior Staff Product Manager — Detections

SentinelOne · Remote | January 2024 – March 2025

- Led the product roadmap for SentinelOne's core detection capabilities across endpoint, cloud, and storage product lines, driving initiatives aligned with company objectives and delivering top results in the 2024 MITRE ATT&CK Evaluation (100% detection rate).
- Owned backlog prioritization for multiple engineering teams across global time zones, translating strategic goals into detailed requirements and sprint-ready deliverables in close partnership with R&D and offshore engineering.
- Conducted regular engagement with Fortune 500 customers to support PoCs, resolve escalations, and synthesize product feedback, contributing to 32% ARR growth.
- Collaborated cross-functionally with OEM partners, sales, customer success, and marketing to ensure customer-centric development and successful go-to-market execution.
- Advocated for AI and ML advancements, contributing to a continuously evolving detection product addressing the security needs of varied enterprise customers.

Chief Product Officer

UpSight Security · Remote | July 2023 – November 2023

- Built the product strategy from the ground up for a cybersecurity startup focused on AI-based protection of endpoints using small language models against phishing, credential theft, ransomware, and data breaches.
- Led ideation, design, and MVP positioning targeted at design partners, combining market research and investor feedback to refine strategic direction.
- Re-branded the company's online and social presence; attended cybersecurity conferences to engage leads.

Principal Product Manager

Phosphorus Cybersecurity · Remote | December 2022 – May 2023

- Established agile processes and introduced tooling to enhance cross-functional collaboration among engineering, marketing, customer success, and sales for an xIoT cybersecurity SaaS platform.
- Prioritized backlog and kanban roadmaps based on customer feedback, improving delivery predictability and aligning development with real-time user needs.

Principal Product Manager — Taegis XDR Endpoint

Dell Secureworks · Remote | October 2019 – November 2022

- Defined and executed the EDR product strategy for the Taegis XDR endpoint portfolio, leading Secureworks' transformation from a managed services model to a SaaS product organization, a platform later acquired by Sophos for $859M.
- Launched a net-new EDR agent from zero to GA, scaling the team from a handful of engineers to four cross-functional squads supporting Windows, macOS, and Linux, all managed from a centralized cloud console.
- Owned product backlog prioritization across global and offshore engineering teams, ensuring alignment with strategic roadmap objectives and on-time delivery across multiple time zones.
- Spearheaded strategic OEM partnerships with AWS, Red Hat, Canonical, and Oracle, increasing Linux endpoint licenses 3x and expanding the addressable market.
- Collaborated closely with the internal SOC and Customer Experience teams to establish a virtuous cycle of feature delivery that empowered analysts and continuously delivered customer value.

Senior Product Manager — CylancePROTECT

BlackBerry (f.k.a. Cylance) · Irvine, CA & Portland, OR | November 2016 – October 2019

- Owned the full cross-platform endpoint security agent (Windows, macOS, Linux) across 7+ engineering squads and 50+ engineering resources, managing priorities across distributed and offshore teams.
- Grew CylancePROTECT licenses 20x and directly influenced over $45M in new business by prioritizing critical endpoint security features, helping drive company revenue past $100M.
- Led the endpoint agent team through a $1.5B merger with BlackBerry, maintaining product excellence and alignment with BlackBerry's cybersecurity strategy throughout integration.

CORE COMPETENCIES

EDR / Endpoint Security Strategy	Cross-Functional & Global Team Leadership	Product Roadmap & Backlog Ownership
SaaS Product Management	R&D & Engineering Collaboration	Go-To-Market Execution
MITRE ATT&CK / Threat Detection	Agile / Lean / Scrum / Kanban	Jira · Confluence · Tableau
OEM & Partner Management	AI/ML Product Advocacy	PRDs · PRFAQs · User Stories

NOTABLE ACHIEVEMENTS & PUBLICATIONS

- 2024 MITRE ATT&CK Enterprise Evaluation: SentinelOne achieved 100% detection — led the product roadmap driving this result.
- Taegis XDR platform acquired by Sophos for $859M (2025) — instrumental in building the EDR product foundation from the ground up.
- Cylance acquired by BlackBerry for $1.5B (2019) — maintained product leadership and team continuity through the full acquisition.
- Publication: UpSight's Predictive AI vs. a Security Tool Bypass — youtu.be/yEpNIk3l_Ew
- Publication: Amazon Linux is Amazing, But Still Needs PROTECTing — https://securitybrief.asia/story/cylanceprotect-now-available-on-aws-marketplace
- Publication: CylancePROTECT and Non-Persistent VDI: The Perfect Match — https://www.orangecyberdefense.com/be/blog/cylanceprotect-and-non-persistent-vdi-the-perfect-match