

ROBERT MYRONIUK

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SENIOR PRODUCT MANAGER (BTP AI & PROCESS AUTOMATION), AI PRODUCT DISCOVERY & DELIVERY

AI TOOLS & SERVICES | AGENTIC AI, JOULE STUDIO & AI CORE | AS-IS / TO-BE PROCESS DESIGN |

18 YEARS SPEND MANAGEMENT & BUSINESS NETWORK | CUSTOMER DISCOVERY, DELIVERY & EXECUTIVE ALIGNMENT

AI product manager who turns enterprise process pain points into working AI tools and services. Leads the AI & Process Automation focus area for SAP BTP and its AI services portfolio across Joule Studio, AI Core, and agentic AI. Brings 18 years across SAP/Ariba software, Big 4 consulting, and global procurement leadership, mapping current-state processes and designing future-state solutions for global enterprises. Prototypes hands-on Business Value to IT Strategy building APIs, LLM processing logic, and generated outputs, then partners with senior architects and developers taking validated prototypes into production.

KEY ACCOMPLISHMENTS

- **Designed and built three AI productivity and prototype tools** (monthly customer outreach for ~300 customers per cycle, BTP/BDC adoption planning readouts saving ~4 hours per engagement, and AI-generated Success Package decks) that eliminated projected 3,600+ manual internal hours.
- **Built the BTP AI services portfolio within the Advanced Success Plan from customer demand signals:** 7 AI activation services and 5 packaged AI & automation offerings, expanding into Joule Studio, AI Core & Launchpad, and agentic AI; monthly AI engagements grew +78% during 2026.
- **Mapped As-Is processes and designed To-Be solutions across vendor, consulting, and practitioner roles:** configured full-suite SAP Ariba deployments from current-state analysis, facilitated executive blueprint sessions at EY, and scaled MetLife's Global Procurement Platform from 4 to 42 countries with 90% adoption.

KEY SKILLS

AI Product Management | Product Delivery | As-Is / To-Be Process Mapping | Service & Offering Design | Value Assessment & Prioritization | Agentic AI & LLM-Based Automation | SAP BTP, Joule Studio & AI Core | SAP Business Data Cloud | SAP Ariba & Source-to-Pay | API & Usage Data Integration | Prototyping & Test Cycle Management | MCP Servers, Sub-Agents & Agent Skills | Customer Discovery Workshops | Executive Stakeholder Alignment | Roadmap & Portfolio Strategy | Extensibility & Configuration | Cross-Functional Leadership (Architecture, Consulting, CSM, Sales) | Lean Six Sigma

RELEVANT EXPERIENCE

SAP, Pittsburgh, PA USA

April 2018 – Present

Global enterprise software provider that powers core business operations for large organizations worldwide

Senior Product Manager (Advanced Layer Services – BTP, Data & AI & Spend Management)

June 2023 – Present

Lead the AI & Process Automation focus area for SAP BTP (since August 2025) and serve as AI ambassador for the BTP solution area; manage a multi-million-dollar services portfolio across hundreds of enterprise customers.

- **Designed and built three AI automation tools end to end**, managing prototyping and test cycles: monthly customer outreach (~300 customers per cycle), BDC adoption readout generation (~4 hours saved per engagement), and AI-generated Success Package decks.
- **Surfaced module-level usage gaps through product usage data** and generated customer-ready Success Packages with Claude, delivered through pipelines that serve more than a thousand customers without per-cycle human intervention.

- **Built 7 AI activation services and 5 packaged AI & automation offerings**, and expanded the portfolio into Joule Studio, AI Core & Launchpad, and agentic AI, moving from high-level AI services to execution-ready offerings.
- **Identified the shift in AI demand from awareness to execution** in Q1 2026 engagement data, as monthly engagements nearly doubled from January to March, and set the Q2 portfolio direction toward build services and a structured Use Case Discovery offering.
- **Leading the design and build of the team's shared AI engineering harness** on Claude Code: MCP servers, sub-agents, reusable agent skills, and context engineering.
- **Influenced 50% of global program usage** by architecting data-driven Adoption & Value Opportunity Assessments that identified low-value and low-consumption risk and positioned expansion pathways.

Senior Director – SAP Ariba Procurement Adoption

April 2018 – May 2023

Owned global enterprise adoption and renewal positioning strategy across the SAP Ariba portfolio, influencing the portfolio's recurring revenue and supporting strategic account retention and expansion.

- **Protected significant contract value** by developing and scaling a global adoption methodology that enabled Customer Success Managers to proactively identify low-consumption risk and drive measurable improvement across enterprise accounts.
- **Designed and operationalized strategic engagement pipelines** for Customer Success Managers and domain experts, enabling targeted customer interactions that protected ACV, strengthened renewal positioning, and supported expansion across strategic accounts.
- **Accelerated time-to-value and improved renewal positioning** by transforming engagement models through structured health scoring, portfolio analytics, and adoption acceleration playbooks.
- **Delivered executive-level portfolio health insights** to global leadership, influencing renewal forecasting, expansion targeting, and strategic account prioritization decisions.
- **Orchestrated cross-functional alignment** across Customer Success, Sales, Solution Consulting, and Value Advisory to ensure enterprise accounts were positioned for long-term retention and growth.

MetLife, Pittsburgh, PA USA

Sept 2015 – April 2018

Global insurance and financial services company providing life, disability, and employee benefits solutions

Global Procurement Platform Lead

Led enterprise-wide SAP Ariba transformation across 42 countries, strengthening long-term vendor retention, platform adoption, and executive alignment across global operations.

- **Expanded SAP Ariba Full Suite from 4 to 42 countries in 2.5 years** by building standardized global rollout governance and cross-regional executive sponsorship alignment.
- **Achieved 90% enterprise system adoption and accelerated rollout velocity by 25%** through structured change management, stakeholder engagement, and executive communication strategy.
- **Reduced procurement cycle times by 15% and improved operational efficiency** by applying Lean Six Sigma methodologies to global sourcing and spend management processes.
- **Increased platform stickiness and long-term enterprise value realization** by establishing global governance models, performance metrics, and adoption accountability frameworks.

EY, Pittsburgh, PA USA

Sept 2014 – Sept 2015

Global professional services firm providing consulting and advisory services to businesses worldwide

Performance Improvement Advisor

Delivered enterprise transformation initiatives for global clients, partnering with executive stakeholders to align operational strategy with scalable technology solutions.

- **Improved supply chain and operational performance** by facilitating executive blueprint sessions and translating business objectives into technology-enabled transformation roadmaps.
- **Strengthened executive decision-making** by building cross-functional stakeholder alignment and recommending measurable process improvements tied to financial performance.

SAP Ariba, Pittsburgh, PA USA

June 2011 – Aug 2014

Global cloud procurement and supply chain software that helps organizations manage source-to-pay operations

Senior Consultant

Led enterprise SAP Ariba implementations, supporting customer onboarding, adoption, and long-term system utilization across global accounts.

- **Accelerated enterprise software adoption** by analyzing current-state business processes and delivering tailored solution configurations across full-suite deployments.
- **Reduced change resistance and improved deployment stability** through structured stakeholder engagement, executive demos, and formal knowledge transfer programs.
- **Strengthened long-term system utilization and governance compliance** by building trusted cross-departmental relationships and documenting scalable operational improvements.

EDUCATION

Bachelor of Arts, Communication, Slippery Rock University, Slippery Rock, PA

Associate of Computer Specialized Technology, Pittsburgh Technical College, Pittsburgh, PA

Master of Theological Studies, Pastoral Ministry, Reformed Presbyterian Theological Seminary, Pittsburgh, PA

AWARDS AND HONORS

SAP Catalyst (High Performer and Potential), 2023, 2022, 2021, 2020, 2019

100+ SAP Peer Appreciation Awards, 2018–2021

MetLife Global Procurement ‘Best Team Award’ (Group Award), 2017

MetLife Global Procurement ‘Best Team Leadership’ Annual Award (Individual Award), 2016

4 EY Bravo Awards, 2015

2 EY Applause Awards, 2015

SAP Ariba Outstanding Team Annual Award, 2014

SAP Ariba Commitment Award, Q2 2014

SAP Ariba Outstanding Team Annual Award, Q4 2013