

# Jeremy Grant · Product & Platform Executive

Enterprise SaaS & AI · 25 years building and scaling products and the teams behind them.

Product and former engineering leader who builds enterprise software at the center of how work gets done — collaboration, communications, workflow, customer engagement, identity, and AI. Strongest at the intersection of product strategy, technical depth, customer insight, and cross-functional execution in complex enterprise environments.

## SELECTED EXPERIENCE

### Founder & CEO — Rivaro

2025-present · AI governance

Runtime security & governance for enterprise AI agents — visibility, identity-aware policy enforcement, and audit-ready evidence. Built 0→1 across discovery, architecture, product, and enterprise buyer validation.

### Sr. Director / Director, Product — 8x8

2019–2024 · UCaaS / CCaaS

- Led app portfolio & platform services; team of 60+ as revenue scaled \$300M→\$700M+ ARR.
- Migrated 35K enterprise customers (\$300M ARR) to a new platform with zero disruption.
- Created the CX Engage product line; led Fuze (\$100M ARR) acquisition integration.
- Delivered SSO, RBAC, provisioning, and trust controls to 99.999% availability.

### Director, Product & Engineering — Jive Software

2009–2017 · Series B – IPO

- Owned the flagship product (~75% of revenue, 25%+ of the Fortune 500) through \$40M→\$225M ARR.
- Earlier led the engineering team building the core; drove cloud migration and +20% usage.

### Earlier

Founder & CEO, ZipTime (AI scheduling). Engineering leadership at Con-way (XPO), Chrome Systems, Thinkstream. U.S. Army.

## WHAT I LEAD

Product strategy & 0→1 · platform modernization · enterprise readiness · identity / RBAC / provisioning · M&A integration · AI product & governance · product-led growth · cross-functional leadership.

## IMPACT AT A GLANCE

\$40M→\$735M ARR scaled across two companies · 35K customers migrated, zero disruption · 99.999% platform availability · created a product line 8x8 still ships · global teams of 60+.

## BUILDING NOW — RIVARO

Enterprises are giving AI agents real authority faster than they can govern it. Rivaro brings policy, permissioning, and control to the moment **before** an agent acts — not just after the fact in logs.

## EDUCATION

B.A., Management & Organizational Leadership — George Fox University. CS coursework — Portland State. Machine Learning (Stanford / DeepLearning.AI) · AI Product Management.

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