David Siegmund

Product Executive • Agentic AI, APIs & Payments Platforms

CONTACT

LOCATION
San Francisco, California

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CORE SKILLS

- Agentic AI & A2A
- Model Context Protocol (MCP)
- API Platforms & Governance
- Developer Experience
- OAuth, mTLS & Credentials
- Product Strategy & Roadmaps
- Go-to-Market Strategy
- P&L Ownership
- Global Team Leadership
- Coaching Product Managers
- Vendor Management
- Node.js, Python, Claude API

EDUCATION

Emory University – Goizueta Business School
MBA, Business Administration — Management & Operations

James Madison University
BBA, Computer Information Systems

CERTIFICATIONS

Change Management
Prosci

Certified Scrum Master
Scrum Alliance

INDUSTRIES

- Fintech & Banking
- Payments
- API Platforms
- Digital Identity & Onboarding
- Crypto & Digital Assets

PROFILE

Product executive with 20 years building API, identity, and payments platforms at JPMorgan Chase, Wells Fargo, BBVA, and Morgan Stanley. Now leading agentic AI for J.P. Morgan Payments' Developer Portal, designing agent-to-agent solutions that let clients self-serve developer products. Hands-on builder with deep expertise in OAuth, mTLS, credentials, and API governance, and a dedicated coach to product managers.

PRODUCT LEADERSHIP EXPERIENCE

JPMorgan Chase
12/2024 – Present

EXECUTIVE DIRECTOR, AI & DATA PRODUCTS – J.P. MORGAN PAYMENTS

Agentic lead for JPMorgan Payments' Developer Portal, owning AI and data product strategy across the portal, API client management and credentials, and API governance.

- Design agent-to-agent (A2A) solutions that let clients self-serve onboarding, credentialing, and integration of payments APIs.
- Developed a mechanism for hosting and testing clients' agent-to-agent solutions against JPMorgan Payments services.
- Extended API governance to cover emerging agentic and Model Context Protocol (MCP) tooling without duplicating existing review processes, establishing a domain-team onboarding framework.
- Lead and coach a globally distributed team across AI and data products, credential management, and platform delivery.

Array
9/2023 – 11/2024

HEAD OF PRODUCT & GENERAL MANAGER – PRIVACY

Led product management for a portfolio of privacy solutions at a growth-stage New York firm with $60M in annual revenue. Drove the product roadmap, coached product managers, and oversaw P&L for a line of business with $15M in ARR.

- Achieved a 25% reduction in cost by driving internal changes and renegotiating vendor contracts.
- Delivered $2.5M in new ARR by overhauling a fragmented product, adding 3 new clients and retaining all existing privacy customers.
- Recognized by the CEO and CTO for transforming the health of the privacy protection product suite.

Wink
8/2022 – 7/2023

HEAD OF PRODUCT – BIOMETRIC AUTHENTICATION & PAYMENTS PLATFORM

Led biometric and payments product offerings for an international authentication biometrics startup with $7M+ in funding. Partnered cross-functionally on pricing, product design, and integrations to improve performance and market positioning.

- Decreased fraudulent activity by 30%+ and reduced data risk by leading the stabilization and launch of a biometric authentication solution.
- Executed a go-to-market pivot integrating biometric authentication and payments with Adobe Magento, doubling the customer base in 3 months.

NYDIG
4/2021 – 8/2022

PRINCIPAL PRODUCT MANAGER

Delivered and managed API products and a bitcoin trading platform for a vertically integrated bitcoin financial services and infrastructure firm with worldwide customers.

- Launched a bitcoin trading platform, onboarding over 10K new customers worth $1M+ in ARR in under one month.
- Forged strong relationships with culturally diverse, cross-functional teams to ensure regulatory compliance of all products.

BBVA Open Platform
2/2019 – 4/2021

VICE PRESIDENT – API PRODUCTS & CORE BANKING

Oversaw API and Core Banking products for the 25th largest financial institution in the world, with $710B+ AUM and operations in 30+ countries. Mentored a team of junior project managers toward senior roles.

- Surpassed revenue targets by 25% and onboarding goals by 50% by driving identity/document verification and KYB automation.
- Championed a digital-channel process for onboarding resident aliens, setting a new precedent in the company's banking operations.

Wells Fargo
7/2015 – 2/2019

VICE PRESIDENT – API PRODUCT

Led the API Product team for the 4th largest U.S. banking institution, generating $73B+ in revenue with 8K+ branches and multiple overseas operations.

- Administered a wholesale change of API gateway vendors, including a partial product architecture overhaul to meet bank standards.

Morgan Stanley
8/2013 – 7/2015

VICE PRESIDENT – PRODUCT MANAGER / CUSTOMER ONBOARDING

Led a worldwide institutional customer onboarding platform for a multinational investment bank with offices in 41+ countries and 75K employees.

- Engineered a customer platform that reduced trading time by 50% while refining onboarding compliance and transparency.

Deloitte Consulting
9/2012 – 8/2013

M&A TECHNOLOGY CONSULTANT

Led technical due diligence on M&A deals for the largest professional services firm in the world, generating $60B in annual revenue.

- Achieved successful spinoffs for American Express and Ingersoll Rand.
- Identified significant cost-cutting measures for ING.

Accenture
3/2005 – 7/2010

SOA PROTOTYPE LEAD

Delivered prototypes for the Dept. of Homeland Security and Dept. of Justice, and constructed a new biometric matching system for the FBI.