

First Last

Director of Product Management

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WORK EXPERIENCE

Resume Worded, New York, NY 09/2015 – Present

Education technology startup with 50+ employees and \$100m+ annual revenue

Director of Product Management

- Supervised the VP of product management in delivering a new SaaS platform to replace an existing on-premise system, boosting efficiency and reducing quarterly costs by \$500K.
- Created detailed user stories with product management, logistics, sales, and 10+ other cross-functional teams: improved alignment across business units.
- Devised marketing plans using statistical sales data and implemented product strategies that generated \$20M in annual revenue increases.
- Approved new standard operating procedures across 13+ departments to improve workflow efficiency; increased productivity by 85% YoY.

Polyhire, London, United Kingdom 10/2012 – 08/2015

NYSE-listed recruitment and employer branding company

VP Of Business Development

- Advocated for network infrastructure overhaul that increased server speed and eliminated physical space needed for storage by 8200 square feet.
- Diversified company services offered across 26+ branch offices and increased yearly revenue by \$750K within 24 months of implementation.
- Bargained for a \$10M decrease in advertising costs with major media houses, which helped increase print/online awareness by 92%.

Growthsi, London, United Kingdom 01/2010 – 09/2012

Career training and membership SaaS with 150,000 paying users

Product Manager

- Transformed 10GB of data into actionable insights across three brands while mentoring a 15-man team and managing a \$21M budget (7% lower than the industry standard).
- Supervised sales, marketing, customer support, and 13+ cross-functional teams to develop strategies that improved retention rates by 50%.
- Initiated process improvements such as Agile sprints and Kanban boards; decreased cycle times from 16 weeks to 11 days in the first quarter.

Business Management Consultant, ABC Company, London, United Kingdom 11/2008 – 12/2009

Operations Officer, XYZ Company, London, United Kingdom 07/2005 – 10/2008

EDUCATION

Resume Worded University, New York, NY 06/2005

Bachelor of Science — Business Administration

SKILLS

Hard Skills: Analytics (Advanced), Product Launch (Experienced), Product Marketing, Management Consulting.

Techniques: Product Development Process, Go-to-market Strategy, Business Analysis, Business Development.