RAPHAEL SCOTT

Technical Product Manager

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Summary

Technical Product Manager with strong background in IT. My experience in consulting has led to long-term client relationships and a passion for technical projects. My proudest achievement was implementing a new automated process that resulted in a $20M profit increase for the company.

PROFESSIONAL EXPERIENCE

Amazon
Technical Product Manager

New York, NY
2019 - Ongoing

Amazon is a technology company focusing on e-commerce, cloud computing, online advertising, and digital streaming
- Created product roadmap that resulted in $10M additional annual revenue
- Established methodology to maintain communication with partners and streamline contract negotiation
- Assembled task force to restructure failing customer acquisition platform, resulting in 118% increase in sales cycle

Comcast
Technical Product Manager

New York, NY
2017 - 2019

Comcast is a multinational telecommunications company
- Led a team of developers in launching new automated process that resulted in $20M profit increase
- Brought new partners to the company which expanded operation to 3 additional cities
- Collaborated with engineers on training program for professional development initiative

PwC
IT Consultant

New York, NY
2015 - 2017

PwC offers auditing, accounting, taxation, strategy management, and human resource consulting services
- Trained Python engineers on best practices and internal server
- Implemented CRM system for partners and increased sales revenue by 23%
- Streamlined quarterly assessment process and cut expenses by 14%

Deloitte
IT Business Analyst

New York, NY
2013 - 2015

Deloitte is an international professional services network that provides industry insights, consulting, financial advisory, and tax services
- Designed and implemented solutions for customers and reduced waiting and administrative times by 40%
- Have maintained relationships with clients that still exist today
- Consistently provided consulting services that saved an average of $250K per year for clients

Strengths

★ **Analytical Thinking**
Able to identify and track KPIs that result in an average of 35% profit increase for clients

★ **Communication**
My engineering background allows me to collaborate efficiently with engineers and developers

★ **Problem Solving**
Led my team in solving high-priority company problems for 3 consecutive years

TECHNICAL SKILLS

Scrum · Product Development · UX Design · Tableau · JIRA · Python · Kanban

Education

Stevens Institute of Technology
Master of Business Administration

Hoboken, NJ
2008 - 2012

University of California, Berkeley
Bachelor of Science, Industrial Engineering

Berkeley, CA
2004 - 2008