# Jonathan Gallo
## Product Manager

## Contact

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## Skills

Roadmapping
User Experience
UX Research
Prioritizing Workload
Agile Methodologies
Scrum
Wireframing
Prototyping
Product Vision
Decision Making
Testing & Validation
Project Management
Waterfall
Six Sigma
Kanban
Marketing Strategies
Data Analytics
SQL
JavaScript | HTML | CSS
React.js
Node.js
Python
AI
Machine Learning

## Experience

### Product Manager - Prisme          2019 - Present

*Leading MVP by curating business requirements, design documents and information architecture of the initial prototype of B2C SaaS products.*

- Ran the product roadmap discovery, identifying key features and overall scope of the software platform resulting in the decision of the initial MVP product feature set.
- Created the user persona through UX research methods such as interviews, surveys, and competitive analysis.
- Assisted with UCI New Venture Competition's concept paper which includes: value proposition, business model, roadmap, and revenue projections.
- Established branding by developing logo design, wireframes, and style guidelines.

### Author & Illustrator - World of Oneiro          2017 - 2019

*Pursued a life long dream of sharing a positive message to the world and a legacy for my son in the form of writing and illustrating a children book.*

- Successfully launched a campaign which exceeded $10k funding goal through crowdfunding.
- Broke down the complex publishing process into definable tasks and completed each by the scheduled deadline.
- Planned discovery interviews with "Be in the Book" Backers by incorporating their character ideas into the story while staying true to the overall message and theme.
- Partnered with organizations such as Autism Awareness for book readings and speaking engagements.
- Utilized data analytic tools to create targeted marketing campaigns on social media and other platforms (FaceBook, Instagram, Amazon, Twitter, LinkedIn, Barnes&Nobles).

### UX Engineer - ParaPxl  (Independant  Contractor)          2018 - 2019

*Prepared relevant digital content with customer experience design methods and analyzing data to meet/exceed key performance indexes of client's metrics.*

- Designed mock-ups for potential and existing clients to show how our applications would look if integrated into their systems.
- Organized, tailored, and moderated local and virtual user testing sessions based on personas and use cases.
- Produced style guides, information architecture, and design documentation to assist with flow between design team, engineers and clients.
- Generated fully-interactive prototypes and click-throughs for client presentations, mock-ups, as well as user-testing studies.

## Experience (continued)

**Product Manager** - **AA Security LLC**                2015 - 2018

*Devised and managed new B2B and B2C products in security infrastructures that created peace of mind for organizations and families.*

- Reengineered the business model towards forward advance payments resolving in 100% retention and 2x growth.

- Conducted discovery process with stakeholders to identify current operation workflow and identify points of weakest that can be improved.

- Implemented new S.O.P. and installation protocols that improved metric frameworks HEART and AARRR by 12% in customer experience and 43% employee efficiency.

- Rendered operational collateral improving the life cycles of product development, testing, validation, risk assessment, and optimize production efficiency of multiple product lines.

- Investigated regulations with city officials to understand security guidelines.

- Brought insight from regulatory discovery to create new marketing strategies increasing yearly sales by 27%.

**Product Manager** - **Aircraft Windshield Company**        2008 - 2015

*Provided matrix leadership of aviation operations, and R&D teams within a multi-division operations platform focused on regulatory guidelines to produce plexiglass windscreens and custom thermoplastic acrylics.*

- Manufactured parts using customer defined blueprints from companies including: SpaceX, NASA, Boeing, Tesla, Honda, and Disney.

- Manager-Led the largest account, the Chinook Helicopter, over 10,000 units globally.

- Developed a repeatable process streamlining the operations of customer fit fabrications.

- Initiated an investigation with parties including, executives and engineers from Boeing, resulting an improvement of quality from 50% to less than a 1% rejection rate of units.

- Formed standard operating procedures meeting FAA product & process implementations and ISO standards.

## Volunteer Experience

**Mentor** - **Operation Code**                2018 - Present

*Working with a non-profit charity focused on helping the military community learn software development, enter the tech industry, and code the future.*

- Aiding one-on-one mentees in the understanding of UX, Design, JavaScript, and Python.

- Mentoring sessions remotely with tools such as Slack, Zoom and screen sharing applications.