

# Jane Smith

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## Professional Summary

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Product Manager with 6 years of experience driving product strategy and execution. Track record of launching successful B2B SaaS products. Data-driven decision maker with strong technical background.

## Experience

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### Senior Product Manager

Enterprise Software Co. | Mar 2021 - Present

- Launched enterprise analytics platform generating \$5M ARR in first year
- Defined product roadmap aligned with company OKRs, achieving 95% delivery rate
- Conducted 100+ customer interviews to identify market opportunities

### Product Manager

Growth Startup | Aug 2018 - Feb 2021

- Grew user base from 10K to 150K through feature optimization
- Reduced customer churn by 25% through improved onboarding flow
- Collaborated with engineering team of 12 to deliver quarterly releases

## Education

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### MBA

Harvard Business School | 2016 - 2018

### B.S. Engineering

MIT | 2012 - 2016

## Skills

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Product Strategy • Agile/Scrum • Data Analysis • SQL • Figma • Jira • A/B Testing • User Research