ANDREW CLARK

Expert technology leader with 10+ years of experience in scaling successful startups

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📍 San Francisco, CA

SUMMARY

Result-orientated product team leader with 5 years of experience covering project and product management including developing, implementing and supporting complex infrastructures for fast growing startups. A fast and eager learner, I am detail oriented and adapt to changing project requirements quickly to meet business goals. Comfortable with ambiguity and thrive in fast-paced environment.

PROFESSIONAL EXPERIENCE

Senior IT Product Manager
Rover Games

📅 2019 - Present   📍 San Francisco, CA

Rover Games is a multi-play mobile game app development firm that has successful titles such as Drink Something, Trivia Tonight and King's Fight

- Accelerated outbound sales cycle by 330% by designing and implementing customer acquisition platform for training and managing technical sales personnel
- Established and curated strategic partnerships with 6 out of 10 top state manufacturing companies which resulted in $20M additional annual revenue
- Led re-architect effort of a core SaaS product to reduce the platform deployment time for clients by 2 months

Project Manager
Tesla

📅 2017 - 2019   📍 Los Angeles, CA

Tesla is an electric vehicle manufacturer that is revolutionizing the automobile industry

- Lead a team of developers to build a proprietary CRM system for enterprise and its strategic partners, optimizing sales process and increasing sales revenue by 24%
- Curated a $2M business implementation project that saves ~ $3.5M on operational inefficiencies between sales and development departments annually
- Collaborated with strategic manufacturing partners to develop an effective onboarding system, reducing the sales cycle by 3 months for global enterprise clients

Customer Success, Product Support
Reilly Group

📅 2016 - 2017   📍 Los Angeles, CA

Reilly Group is a full service technology solutions provider

- Researched user behavior and led strategic product roadmap discussion across multi functional teams
- Integrated Tableau reporting system into BI sales workflow, which led to 23% increase in post-meeting inquiries for technical sales department
- Streamlined post-sales support to increase customer retention rate among enterprise clients by 27%

Project Coordinator
Wolf Industries

📅 2015 - 2016   📍 Los Angeles, CA

Wolf Industries is a home appliance part supplier to major appliance manufacturers including GE

- Acted as liaison between 3 country offices
- Maintained and documented inventory of over 4,000 items
- Led a team of 15 as a project manager, creating a trusting, respectful team in the process
- Consistently ranked in the department's top 3 for completed tasks
- Trained over 270 temporary remote workers

KEY ACHIEVEMENTS

Cost Saving Of $100M
Through efficient project management and teamwork, my team saved the division at Tesla over $100 Million in the engine assembly department. The new assembly process is being rolled out to other departments to realize further savings

Exceeded throughput target by 90%
Cutting loading time & fixing key security issues Wolf Industries by moving key remote workers successfully online at scale. Managed workflow to continuously create content for remote learning

Business Generation
Discovered new clients, negotiated over $5 Million of partnership and product deals with key customers based on insights gathered in product development phase

Founded DeliveryToYourDorm at 22 and led to an exit
One of the co-founders of DeliverToYourDorm for college students in San Francisco bay area to get dorm supplies quickly and easily. The company was later acquired by Dormstay

TECHNICAL SKILLS

Scrum	Product Development	SQL
Tableau	JIRA	Python

EDUCATION

Master of Science, Industrial Engineering
University of California, Berkeley

📅 2000 - 2001   📍 Berkeley, CA

Bachelor of Science, Industrial Engineering
University of California, Berkeley

📅 1997 - 2000   📍 Berkeley, CA