



## CONTACT DETAILS

07532784015

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# RACHEL KIRBY

## Product Manager & Software Engineer

Experienced Product Manager with a proven track record of leading software projects, managing the end-to-end product lifecycle from ideation to launch. My versatile background before moving into product management (across software engineering, business development, design and marketing) enables me to work effectively with cross-disciplinary teams, engage with all angles of the product, and adapt quickly to different functions.

## WORK EXPERIENCE

### Graphium Technologies

Co-Founder | June 2021 - Present

- Conducted extensive market research to identify opportunities/risks and customer needs.
- Developed product specifications and roadmaps based on customer requirements, leveraging agile development methods to coordinate the software engineering team throughout the product lifecycle.
- Self-learned various tools to implement front-end and back-end features, including dynamic D3 graph visualisations, machine learning models, and Neo4J graph database management.
- Secured £250K investment for the company through presenting a comprehensive business plan and pitch.
- Onboarded five organisations and over 30 users within three months of MVP launch.
- Titled a Wales 'Rising Star' (TechNation) and finalist of the 'Innovative' and 'Technology Services' categories at the Welsh StartUp Awards.

### The Alacrity Foundation

Technical Lead | Sept 2020 - Dec 2021

- Led meetings with clients across public and private sector to identify promising business opportunities for software solutions.
- Developed various software prototypes and proof of concept for technical solutions, experimenting with a variety of languages, frameworks, and tools.
- Gained experience working in cross-disciplinary teams and communicating with stakeholders across the business.

### My Cause UK

Design & Marketing Intern | Feb 2019 - Mar 2020

- Developed and executed marketing strategies to increase client followers and engagement numbers.
- Developed and designed toolkits for engagement with charity and festival partners.

## PORTFOLIO

[www.rachel-kirby.com](http://www.rachel-kirby.com)

## EDUCATION

University of Bristol

Computer Science & Innovation  
MEng (1st Class Honours)

*Completed in 2020*

## SKILLS

- Agile Methodologies
- Market Research
- Product Strategy
- Roadmap Development
- Team Leadership
- Stakeholder management
- Full Stack Development