

# Sarah Johnson

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• [github.com/sarahjohnson](https://github.com/sarahjohnson)

## SUMMARY

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Seasoned full-stack engineering leader with 6+ years of experience architecting, scaling, and launching cutting-edge products at the intersection of AI, payments, and developer infrastructure. Proven ability to drive technical direction, collaborate directly with founders and cross-functional stakeholders, and execute rapid iteration in fast-paced environments. Extensive background in system design, backend engineering, and AI tool integration; passionate about building culture and processes from the ground up at high-growth startups.

## EXPERIENCE

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### Senior Product Manager & Technical Lead Microsoft • [azure.microsoft.com](https://azure.microsoft.com)

03/2021 – Present  
Redmond, WA

- Directed architecture and development of enterprise-scale **AI-driven developer tools** on the Azure platform, driving a **35%** increase in adoption by Fortune 500 clients.
- Led integrations with payment systems and core infrastructure services, enabling seamless **APIs for external partners** and accelerating new revenue channels.
- Managed and mentored a cross-functional team of 12+ engineers and designers to deliver resilient, production-grade features with system reliability exceeding **99.99% uptime**.
- Drove customer discovery sessions with 200+ users, translated insights into technical requirements, and iterated rapidly to align solutions with evolving market needs.
- Collaborated with founders, product, and sales teams to set roadmap, participate in customer calls, and shape technical vision and execution.
- Championed data-driven experimentation and rapid prototyping, launching 3+ high-impact features that generated over \$2M in annual revenue.

### Product Manager, Developer Platforms Amazon • [amazon.com](https://amazon.com)

06/2018 – 02/2021  
Seattle, WA

- Drove end-to-end delivery of scalable tools powering 100K+ e-commerce sellers, optimizing **payments infrastructure** and API connectivity.
- Designed and implemented backend services leveraging **AI models** and analytics for fraud detection, boosting onboarding speed by 25%.
- Collaborated with engineering and sales teams across three time zones, ensuring system scalability and compliance for high-volume financial transactions.
- Introduced new developer features and integrations, raising seller satisfaction scores from 3.2 to 4.5 stars.
- Reduced support tickets by 25% through improved workflow automation and intuitive UX design.
- Regularly presented product and technical roadmaps to C-suite and VP-level stakeholders, aligning on key architecture decisions.

## KEY SKILLS

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**Programming:** SQL, Python, JavaScript, API Design, Backend Architecture

**AI Tools:** Integration with OpenAI, Azure Cognitive Services, Experimentation Frameworks

**Payments & Infrastructure:** Payments API Integrations, Financial Data Engineering, Platform Security

**Developer Tooling:** Mixpanel, Amplitude, Figma, Jira, Agile/Scrum

**Leadership:** Technical Direction, Cross-functional Team Leadership, Stakeholder Engagement

## NOTABLE PROJECTS & RECOGNITION

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**Internal AI-Powered Product Prioritization Tool** • Microsoft

- Designed and built an internal platform that leverages **AI-driven analytics** to optimize product roadmaps, adopted by 50+ PMs across Microsoft.

**Open-Source Product Management Framework** • Independent • [github.com/sarahjohnson](https://github.com/sarahjohnson)

- Created and launched an open-source framework with **1,000+ GitHub stars**, driving adoption among product and engineering leaders.

**Awards:** Product Manager of the Year (Microsoft, 2023), Innovation Award (Amazon, 2020)

## EDUCATION

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**MBA in Technology Management** • Stanford Graduate School of Business • Stanford, CA • 2018 • GPA: 3.9/4.0

**B.S. in Computer Science** • University of Texas at Austin • Austin, TX • 2016 • GPA: 3.7/4.0