

# Sarah Johnson

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

## SUMMARY

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Experienced founding engineer and product leader with 6+ years delivering scalable, user-centric and data-driven technology solutions across AI, payments, and developer infrastructure domains. Proven ability to architect systems, integrate with third-party services, and drive growth by collaborating with founders, engineering, product, and go-to-market teams. Hands-on with AI and payments technologies, passionate about solving high-impact, ambiguous problems at early-stage startups.

## EXPERIENCE

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

03/2021 – Present  
Redmond, WA

- Led product and technical strategy for Azure DevOps integrations, driving a 35% increase in enterprise adoption with a focus on developer tooling and scalable cloud infrastructure.
- Directed a cross-functional team of 12 engineers and designers to deliver AI-powered features supporting automation, user analytics, and workflow optimization.
- Spearheaded integrations with leading AI providers and payment platforms, enabling secure and scalable processing of transactions and intelligent user experiences.
- Collaborated closely with founders, sales, and customers to define product vision and join high-value sales development calls as technical stakeholder.
- Introduced and scaled an OKR framework that improved engineering team alignment by 50%, establishing culture and processes tailored for a rapid-growth environment.
- Shipped 3 large-scale features generating \$2M+ in annual revenue, directly contributing to company growth and user engagement.

**Product Manager (Full Stack Engineering)**  
**Amazon** • [amazon.com](https://amazon.com)

06/2018 – 02/2021  
Seattle, WA

- Owned end-to-end lifecycle for seller tools serving 100K+ merchants, driving substantial improvements in platform reliability and payments infrastructure.
- Collaborated with engineering to design and deliver robust APIs, backend services, and integrations with fintech/payment systems for high-volume, mission-critical applications.
- Leveraged product analytics and SQL to identify opportunities for AI-enabled automation, reducing support tickets by 25% and boosting seller satisfaction from 3.2 to 4.5 stars.
- Coordinated development sprints across global teams, incorporating feedback from direct user research and co-leading stakeholder demo calls.
- Presented technical and commercial strategy to VP-level leadership, informing roadmap for scalable revenue-driving features.

## KEY SKILLS

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**Technical:** System Architecture, Backend Development, Full Stack Engineering, API Design & Documentation, Payment Systems Integration, AI Product Integration, Cloud Infrastructure (Azure, AWS), SQL, Product Analytics (Mix-panel, Amplitude, Google Analytics), Agile/Scrum, A/B Testing & Experimentation

**Developer Tools:** Jira, Confluence, Asana, Figma, Sketch

**Collaboration:** Technical Leadership, Cross-functional Team Building, Stakeholder Management, Go-to-Market Collaboration

## AWARDS & CERTIFICATIONS

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**Product Manager of the Year** • Microsoft • 2023

**Innovation Award** • Amazon • 2020

**Certified Scrum Product Owner (CSPO)** • Scrum Alliance • 2019

**Google Analytics Individual Qualification** • Google • 2018

## EDUCATION

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**MBA in Technology Management** • Stanford Graduate School of Business • Stanford, CA • 2018 • GPA: 3.9/4.0  
Dean's List, Product Management Fellowship

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