# Sarah Johnson

Austin, Texas, USA • sarah.johnson@email.com • +1-555-987-6543 • linkedin.com/in/sarahjohnson
• github.com/sarahjohnson

## SUMMARY

Engineering leader with 6+ years of experience architecting and delivering full-stack products at scale, bridging the gap between technical teams and business needs. Proven record in designing robust infrastructures, integrating AI-driven features, and driving revenue growth through product and engineering excellence. Skilled in collaborating with founders and cross-functional partners to define technical direction and build culture for high-impact startups.

## EXPERIENCE

**Senior Product Manager / Engineering Lead**                                    03/2021 – Present
**Microsoft** • azure.microsoft.com                                                      *Redmond, WA*

- Directed architecture and end-to-end delivery for **Azure DevOps**, driving a **35% increase** in enterprise adoption and supporting **100K+** users worldwide.
- Collaborated with founders and leadership to set roadmap and make key technical decisions for large-scale cloud platforms and developer tooling.
- Spearheaded integration of **AI-powered analytics** and CI/CD automation, improving deployment velocity and user experience.
- Led a cross-functional team of 12 engineers and designers in building scalable backend services with robust APIs and infrastructure.
- Partnered with sales and product to represent engineering in client meetings, translating customer needs into technical solutions.
- Launched features generating $2M in additional annual revenue, directly impacting Microsoft's payment and billing systems.
- Introduced OKR processes that increased team alignment by 50% and accelerated product timelines.

**Product Manager / Software Engineer**                                           06/2018 – 02/2021
**Amazon** • amazon.com                                                                  *Seattle, WA*

- Owned system design and implementation for seller infrastructure tools, serving **100K+** merchants and handling **millions of payment transactions** monthly.
- Developed and integrated AI-driven recommendation engines to personalize seller experiences and optimize payment flows.
- Built and maintained backend services (microservices architecture) using AWS, enabling resilient and scalable infrastructure.
- Reduced support tickets by 25% by implementing data-driven UX improvements across payment and onboarding journeys.
- Frequently joined customer and sales calls, aligning technical roadmap with direct merchant feedback and market insights.
- Increased seller satisfaction from 3.2 to 4.5 stars and presented business reviews to VP-level executives.

## TECHNICAL SKILLS

**Programming:** Python, SQL, JavaScript, REST APIs, AWS, Azure, Microservices, Infrastructure as Code
**AI/ML:** AI integrations, Product Analytics (Mixpanel, Amplitude, Google Analytics), Experimentation (A/B Testing)
**Product/Process:** Agile/Scrum, System Design, API Design, Wireframing (Figma, Sketch), Payments Integration, Stakeholder Management

## SELECTED PROJECTS & AWARDS

**Internal Product Prioritization Tool** • Microsoft • 2022

- Architected and built an internal platform enabling 50+ PMs to prioritize features using data-driven signals, accelerating decision-making across teams.

**Open-Source Product Management Framework** • GitHub • 2021

- Designed and launched a framework for product teams, earning **1,000+ GitHub stars** in its first year and adopted by global product communities.

**Product Manager of the Year** • Microsoft • 2023
**Innovation Award** • Amazon • 2020
**Certified Scrum Product Owner**, Google Analytics Individual Qualification

## EDUCATION

**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