Sarah Johnson

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• github.com/sarahjohnson

SUMMARY

Accomplished technical leader and engineer with 6+ years working at the intersection of product, engineering, and AI infrastructure. Hands-on experience building and scaling end-to-end systems, driving innovative solutions for complex domains such as payments, cloud platforms, and AI integrations. Adept at setting technical vision and collaborating cross-functionally in fast-paced, ambiguous startup environments.

EXPERIENCE

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

- Spearheaded the technical vision and system design for Azure DevOps, architecting scalable integrations and growing enterprise adoption by **35%**.
- Led cross-functional teams of 12+ engineers & designers to deliver high-impact platform features, generating **$2M+** in annual revenue.
- Drove AI-powered enhancements and automation across developer workflows, collaborating with internal AI and infrastructure teams.
- Championed payment and billing feature initiatives, collaborating with finance and engineering to streamline platform monetization.
- Implemented robust OKR-driven processes, increasing technical team alignment and velocity by **50%**.
- Partnered with founders and product executives to define roadmap, frequently representing engineering in strategic customer and sales discussions.

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

- Owned backend product lifecycle for scalable seller tools platform, supporting **100K+** merchants and integrating with payment & infrastructure systems.
- Designed and implemented metrics dashboards using **SQL, Mixpanel, and Amplitude** for data-driven product and engineering insights.
- Led efforts to optimize API reliability and automate support, reducing customer support tickets by **25%**.
- Drove user-focused UX improvements, boosting satisfaction from 3.2 to **4.5 stars** while ensuring stability at scale.
- Regularly collaborated with engineering, infrastructure, and payment teams across multiple time zones to launch critical features.
- Presented technical vision and platform updates to VP-level stakeholders and participated in technical review sessions with cross-functional teams.

TECHNICAL SKILLS

Programming & Data: SQL, Python, API Design, Data Analysis, Cloud Infrastructure (Azure, AWS)
AI & Product: AI Integrations, A/B Testing, Product Analytics (Mixpanel, Amplitude, Google Analytics)

Frameworks & Tools: Agile/Scrum, Jira, Confluence, Asana, Wireframing (Figma, Sketch)
Other: Payments Integration, System Design, Stakeholder Management, English (Native), Spanish (Conversational)

KEY PROJECTS & AWARDS

Internal Prioritization Tool • Internal Platform

- Built and deployed an internal tool for product decisioning, now used by **50+** PMs, engineering, and sales to drive velocity in high-growth environments.

Open-Source Management Framework • Open Source • github.com/sarahjohnson

- Created a product management framework with **1,000+ GitHub stars**, supporting community-driven innovation for modern product and engineering teams.

Product Manager of the Year • Microsoft • 2023
Innovation Award • Amazon • 2020

EDUCATION

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