Sardor Sobirov

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EDUCATION

University of California San Diego (UCSD) — La Jolla, CA
Bachelor of Science in Data Sciences — *Expected Jun 2026*

EXPERIENCE

FMJ — eCommerce Optimization Platform — Jun 2025 – Sep 2025
Account Manager, Growth & Client Success (PM/GT&M Track) — *Remote*

- Owned onboarding and account health for 30+ DTC brands using FMJ's subscription platform; scoped payment, funnel, retention setups and defined success metrics with stakeholders.
- Ran product walkthroughs and synthesized feedback into requirements and enablement docs; partnered with growth to test new checkout/upsell flows and messaging, yielding a 15% increase in profit.
- Collaborated on targeted Facebook ad experiments; contributed to funnels that improved acquisition efficiency and LTV via upsell/checkout optimization by approximately 35%.

United States Department of Defense (DoD) — Sep 2024 – Dec 2024
Product Manager Intern (Discovery, Prioritization, MVP validation) — *La Jolla, CA*

- Applied Lean LaunchPad to interview 50+ stakeholders, map pains, and define problem statements for dual-use tech discovery; converted insights into MVP scope and backlog.
- Partnered with a cross-functional team to ship a VC portfolio dashboard concept linking maturity signals to DoD use-cases; established acceptance criteria and demoed to sponsors.

Cornerstone Community Consultants (CCC) — Sep 2022 – Sep 2024
Web Developer Consultant (contract/part-time) — *La Jolla, CA*

- Redesigned 5+ client sites with responsive React/Bootstrap components, improving mobile UX and navigation clarity; delivered intake forms and basic CRM integrations.
- Translated Figma wireframes into production UI; standardized components and SCSS tokens for 20% faster iteration across non-profit and SMB clients.

SELECTED PROJECTS

Home Price Evaluator — Productized data app — Repo — Live Demo

- Scoped user stories for buyers, sellers, and agents; prioritized features (valuation, neighborhood insights, amenity proximity) and shipped a single-page React UI with Maps.
- Defined "good" model behavior (stability, generalization) and success signals; documented architecture and data sources for transparency with non-technical stakeholders.

MLB Players Performance and Diversity Visualization — Demo

- Managed the delivery of an interactive D3.js visualization dashboard used by analysts to evaluate performance and diversity trends.
- Coordinated design sprints with front-end developers to create a responsive interface optimized for mobile and desktop.
- Ensured stakeholder alignment on core features, data presentation, and usability.

SKILLS

Product: Discovery interviews, Requirements, Backlogs, Acceptance criteria, Launch checklists
Analytics: SQL, BigQuery, A/B test, Funnel metrics, Tableau, PowerBI; metric trees and dashboards
Technical: React, JavaScript, HTML/CSS, D3.js, Python (pandas, sklearn, PyTroch, numpy), R
Tools: Git, VS Code, Figma (handoff), Slack/Notion, Meta Ads Manager