**Terence Tang**

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| **Objective** |
| Experienced tech industry professional, with a passion for understanding the details, seeks to leverage proven analytics and problem-solving background to tackle tough problems for industry leading products. Skilled in process management and improvement, community management, developing qualitative and quantitative analytics, and product and tool development for both internal and external users. I am passionate about driving actionable insight from data and have a knack for building strong cross-team relationships. |

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| **Professional Experience** | | |
| 04.2016 - Present | **Business Program Manager**  Microsoft Corporation   * **Process and Community Management:** Established connection cadence to drive strategic initiatives and land fiscal year planning processes with multiple corporate leaders and field stakeholders. Drove progress towards goals and objectives through collaborative problem solving, effective team communications, and timely information distribution. * **Product Development:** Managed product development lifecycle for internal investment allocation tool. Defined product roadmap, gathered biz requirements, and led beta/UAT testing and refinement through to product launch. YoY feature improvements increased user/tool interactions by +100% and expanded the audience base by +50%. Tooling has become single source of truth for resource strategy across multi-disciplinary teams. * **Commercial Strategy and change management:** Developed resource investment model and coverage strategy with 20+ stakeholder group to guide and land the largest Sales & Marketing re-organization at a Fortune 500 Co. Developed agile operational processes to land change across multiple stakeholders and impacted systems, driving clarity through communications skills and thoughtful guidance for numerous downstream stakeholders. * **Analytics and Reporting**: Drove reporting and analytics excellence to support resource strategy development and leadership decisions through actionable data driven insights. |
| 06.2013 -04.2016 | **Consultant**  Hitachi Consulting Corporation   * **Commercial Strategy:** Designed productivity analysis and resource investment methodology for the field Marketing and Operations team of a Fortune 500 co., incorporating numerous quantitative and qualitative datapoints. Methodology was then signed off by 10+ key stakeholder groups and executive sponsors, allocating $375M+ in OPEX. * **Product Development:** Managed product lifecycle and roadmap for an internal executive briefing creation tool servicing 100’s of yearly executive customer briefings in over 12 geographic regions. Prioritized roadmap across 20+ stakeholders. * **Market Research:** Developed and conducted market research on proposed and in-flight marketing campaigns, influencing a $100M+ marketing budget for ad placement and creative development. Partnered with Nielsen and Wunderman global agencies. |
| 06.2011 -09.2012 | **Financial Analyst Rotation Program**  Amazon.com, Inc.   * **Risk Management rotation:** Designed and implemented risk assessment and valuation methodology of potential high value claims. * **Fixed Assets Accounting Rotation:** Automated / streamlined financial close process to limit input error, reduce manual hours by 20%, and improve reporting analytics. Managed $800M in assets including depreciation and valuation schedules. |
| 01.2012 -06.2012 | **Product Manager**  Buuteeq.com, Inc. – Acquired by Booking.com   * Led requirements gathering, product UAT and a/b testing, and scrum in an agile development approach for an SMB marketing automation platform focused on the hospitality industry. * Conducted market research to develop new feature proposals based on user needs e.g. streamlined payments systems with additional payment methods. |

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| **Education** |
| **University of Washington - Foster School of Business** | B.A Business Administrations | Finance and International Strategies | GPA: 3.62 |

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| **Acknowledgements and Accolades** |
| **Key Consumer Business Partner** | Awarded for deep partnership with MSFT consumer team (Q2 2018)  **One Microsoft Champion** | Drove excellence in cross-team collaboration (Q4 2017)  **International Business Practicum** | Quemulus, Inc. - developed expansion strategies to global markets(2013) |