



AMAN LOOMBA

PRODUCT MANAGEMENT EXECUTIVE

SUMMARY

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I'm a creative product leader with 20 years of experience building and leading cross-functional product teams. I have particular expertise in mobile software subscription products. My product philosophy is that aligning product and engineering is the key to delivering value to users and outcomes for the business. I practice a human-centered product design that is data-informed.

EDUCATION

SB, COMPUTER SCIENCE
Massachusetts Institute of
Technology (MIT)

SKILLS

- Hiring, coaching, and mentoring product managers
- Building cross-functional alignment
- Delivering and scaling complex software products iteratively
- iOS and Android app store expertise
- Subscription product sales, retention, and growth
- E-commerce expertise, from front-end through fulfillment

INTERESTS

- Making zines
- Making apps for fun
- Movies and film criticism

SELECT EXPERIENCE

SVP, PRODUCT MANAGEMENT
VP, PRODUCT MANAGEMENT
DIRECTOR, PRODUCT MANAGEMENT
GameChanger (DICK'S Sporting Goods), 2016 – Present

GameChanger grew from a baseball scorekeeping app into a new ESPN for youth sports. The platform streams millions of games a year, driving a robust subscription business that has grown substantially during my tenure. As SVP of Product I lead the product management and design teams, managing a headcount that I've grown from 5 to 15 as the business has expanded. Key achievements include:

- Grew top-line subscriber revenues by 50% annually for five years through entry into new sales channels like the App Store, new product features like audio and video streaming of youth sporting events, and pricing optimization.
- Recruited a world-class team of product managers who have proven repeatedly that they can deliver business outcomes.
- Established the product vision for GameChanger as it matures into new mediums and new sports.

SENIOR PRODUCT MANAGER
Quidsi (Amazon), 2013 – 2016

- Grew the mobile share of Quidsi's \$300M+ annual gross merchandise sales (GMS) from 5% to 50%. Grew LTV by increasing order frequency from the firm's most valuable customers, iPhone users.

PRODUCT MANAGER
SERVICES ENGINEER
Kiva Systems (Amazon), 2006 – 2011

- Kiva's first services engineer and lead on successful deployments of the fulfillment technology at Staples, Walgreens, and Zappos.
- Owned product integrations and worked directly with customers from pre-sales through deployment and support.