

AARON WILLIAMS

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PRODUCT MANAGER

High-impact Product Manager with two years of direct product prioritizing over multiple product offerings to achieve go-to-market features. Partner with cross-functional internal and external teams to identify customer pain points and implement solutions to build win-win relationships.

KEY SKILLS

- Product Vision and Prioritization
- Business Development
- Process Improvements
- Administrative Support
- Training & Onboarding
- Agile Development
- Cross-functional Team leadership
- Software Product Management
- Project Management

RELEVANT EXPERIENCE

Cairnstack Software – Littleton, CO | 2022-PRESENT

PROJECT/PRODUCT MANAGER

Partnered with cross-functional teams to build new processes and understanding of software to improve sales growth and company profitability. Work directly with senior leadership to ensure product vision and prioritization.

- » **Worked across all teams in the company to improve and create processes to grow the company** while designing, developing, and implementing new features and bug fixes to software offerings.
- » **Managed and directed development teams from over 5 countries** while maintaining four software offerings.
- » **Worked closely with Sales team to improve user experience and customer understanding** of the software while testing and orchestrating product releases.
- »

Hover, Inc. – San Francisco, CA | 2022

SR. TECHNICAL ONBOARDING SPECIALIST

Partnered with cross-functional teams to understand customers and processes and create better experiences with higher adoption rates. Collaborated with organizations to determine growth strategies. Assisted customers with understanding new technology benefits.

- » **Onboarded up to 40 organizations regarding Direct Ordering and Transform platform** while designing customer unique workflow
- » **Aided in building, documenting, and training for new products** during pre-release for general audience
- » **Assisted with Beta testing on new products and obtained feedback** to ensure appropriate product release

Eagle Construction - Fort Collins, CO | 2021 - 2022

PROJECT & SALES MANAGER

Promoted to plan and control all stages of exterior house remodeling projects up to nearly \$200K from inspection to payment. Assured quality control standards, order accuracy, and positive customer experiences within established timelines.

- » **Trained and mentored 4 team members** regarding standard processes and best business practices
- » **Adapted innovative strategies for new customer acquisition** to align with increase in material costs
- » **Ensured project compliance and implemented project safety and guidelines** per local municipality codes

Sprague Roofing and Exterior - Fort Collins, CO | 2019 - 2021

PROJECT & SALES MANAGER

Prospected and identified needs of up to 15 potential clients weekly while overseeing 10 – 20 projects simultaneously. Established and fostered excellent client relationships through contract management and follow-up.

- » **Executed over \$1.5M in contracts and sales within first 18 months** by sourcing clients and determining needs, ordering appropriate materials, scheduling adequate labor, completing walkthroughs, and collecting final payments
- » **Met/Exceeded project budgets and deadlines** based on labor and material management
- » **Ensured project compliance and implemented project safety and guidelines** per local municipality codes

Mile High Coatings - Fort Collins, CO | 2016 – 2018 & 2010 - 2014

PROJECT MANAGER & SALES MANAGER | FLOORING SUPERVISOR

Promoted to manage 15 cross-functional team members. Developed budget, analyzed pricing, and provided project estimates to meet schedules and manpower levels. Maintained highest standards via product knowledge communication and personnel development.

- » **Achieved \$3.5M net sales (20% over plan)**, leading to recognition as top producer (out of 4)
- » **Accomplished \$1M+ in sales annually and increased production efficiency by 50%** by streamlining processes
- » **Reduced product costs by 15%** by improving distributor relations
- » **Grew and marketed organization** by seeking opportunities at various trade shows and evolving to meet customer needs

✔ VOLUNTEER WORK

The Nathan Hall Williams Center | Field Project Manager | Nakuru, Kenya | 2014 – 2022

Raise The Roof Kenya Charity | Field Project Manager | Nakuru, Kenya | 2014 - 2015

✔ EDUCATION & PROFESSIONAL DEVELOPMENT

Certified Scrum Master | Scrum Alliance

Certified Scrum Product Owner | Scrum Alliance

General Courses | Aims Community College - Greeley, CO

High School Diploma | Longmont High School - Longmont, CO

✔ TECHNICAL ACUMEN

Teamwork ▪ Jira ▪ HubSpot ▪ Salesforce ▪ Microsoft Office ▪ Xactimate ▪ Mad Wire ▪ Job Nimbus ▪ EHI Admin ▪ Product Catalog ▪ GitHub ▪ Google Suite