

## ANDRES MENESES

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### PRODUCT MANAGER

Software Engineering | Solution Design and Implementation | User Experience

Innovative tech leader with experience leading engineering teams, product management, software development, and data analytics. Expert at facilitation of tech concept ideation and capability-aligned solutioning. Exemplify visionary leadership by setting a strong example, resolving conflicts, communicating with purpose, and demonstrating a tenacious work ethic. Eager to discover leadership opportunities in New Zealand and prepared to relocate immediately.

#### Core Competencies:

Product Management | User Research | Product Strategy | Digital Capability Management | Solutions Architecture  
User Experience | Problem-Solving | Business Development | Strategic Planning | Agile Development | People Leadership

### Professional Experience

#### Director, Data and Technology Group (DTG)

September 2023 – Present

**QinetiQ US:** An engineering company focused on mission-led innovation providing critical capabilities in support of defense and security forces around the world

- Promoted to lead 50+ technologists and capability-specific managers and provide technical delivery oversight
- Collaborate with executive, SMEs, and functional teams to craft and author quality responses to RFIs and RFPs
- Manage project assignments along with interviewing and hiring new DTG technologists
- Identify and pursue growth opportunities by leveraging DTG capabilities and translate them into actionable delivery plans
- Engage customers and stakeholders, raise awareness, add scope, and deliver prototypes and pilot projects
- Provide technical expertise for business development by evaluating opportunities and analyzing past performance
- Support solution development and drafting of technical approaches as part of proposal promulgation
- Engage data and tech teams to support and sponsor technical communities of practice, encourage cross-project awareness, learning, and collaboration
- Monitor and measure impact of capability initiatives by conducting strategic needs analyses

#### Program Manager & UI/UX Engineer

May 2023 – September 2023

**QinetiQ US**

- Promoted to lead 10+ technologists and intelligence professionals and managed program for national security client
- Provided data advisory expertise and business process solutions that accurately translate user needs into solutions
- Analyzed federal government requirements and articulate technical solutions and strategies that address key challenges
- Provided thought leadership and technical expertise for business development to tech and non-tech audiences
- Evaluated technical opportunities and identify past performances across business units for business development
- Exceeded established performance goals in support of overall corporate growth and success

#### Key Accomplishments

- *Portfolio Management:* operated program portfolio at a 14% profit margin, 7.5% higher than company target
- Created data analysis to design and launch new product for model performance reporting that addressed reporting gaps

**Awards:** Diversity and Inclusion Award

#### Principal Technologist & Front End and UI/UX Engineer

November 2020 – May 2023

**QinetiQ US**

- Developed and managed web applications for divisions within prominent US federal national security agency
- Conducted UX research, interviews, and assessments to develop responsive front-end user interfaces based on UX research
- Enhanced and improved user interfaces for existing apps and prototypes and supported software testing and debugging
- Engaged with delivery teams and client to advise on open source and commercial technology solutions
- Collaborate with clients and business analysts to translate business requirements into technical requirements

#### Key Accomplishments

- Front-end contributor from design, wire-framing, UX, and user testing to site building React-based scalable web app
- Front-end data analysis contributor to data reporting dashboard to gather and process data for daily reporting
- Lead UI improvements to existing apps based on UX research and customer needs

**Tools:** ReactJS, JavaScript, HTML5, CSS3, Node.js, Bootstrap, Eclipse IDE, Figma, and Balsamiq

**Awards:** Innovation Award

## Digital Solutions Engineer & Front-End Developer

January 2018 – September 2020

**Akima:** *Global enterprise powering some of the most critical, cutting-edge work in the US government*

- Developed and managed multiple interactive business websites based on UX and UI principles in an agile environment
- Collaborated with stakeholders and project managers to develop technical requirements for websites
- Engineered CMS-based web solutions; defined taxonomies, content types, and user permissions
- Developed responsive, mobile-first, front-end user interfaces in an MVC framework
- Ensured sites maintain optimum performance and security and provided clear and robust technical documentation
- Served as main resource for training and support on day-to-day site management

### Key Accomplishments

- Fully redeveloped 40 company sites from design, wire-framing, UX, and user testing to site building and API integrations
- Successfully managed digital side of company events: websites, mobile apps, registrations, and attendee communications
- Led digital transformation project, which included site consolidation, implementing new design standards, streamlining workflows, repositioning digital media presence, SEO optimization, and integrating company sites

**Tools:** HTML5, CSS3, JavaScript, jQuery, PHP, MySQL, Miro, Adobe Creative Suite, and Sketch

## Web Content Specialist & Developer

November 2017 – March 2018

**American Nurses Association**

- Developed and managed site migration
- Worked closely with team to deploy optimized educational content to web site and allow for cross-browser compatibility
- Ensured brand consistency and implemented online marketing and SEO strategy

### Key Accomplishments

- Collaborated as a developer in digital transformation and migration of various nursing sites under one main portal

**Tools:** HTML5, CSS3, JavaScript, PHP, Angular, LESS, SASS, and Adobe Creative Suite

## Digital Content Manager

January 2017 – August 2017

**American Pharmacists Association**

- Conceptualized, developed, and managed online content for member-facing portal
- Analyzed and made data-aligned improvements to continuously enhance and improve UI/UX
- Oversaw workflow management, iterations, content testing, and updates on CMS
- Managed vendors in the areas of design, front end, and back-end web development
- Developed and implemented digital strategy ensuring SEO best practices to promote content across web and social media

### Key Accomplishments

- Implemented use of project management software to track project lifecycles more effectively
- Improved vendor responsiveness and performance by setting clear guidelines, timelines, and deliverable expectations
- Boosted usage of Peripheral Brain 2017 by 18% compared to 2016 edition by leveraging online platform's new features

**Tools:** HTML5, CSS3, JavaScript, XML, and Adobe Photoshop and Illustrator

## Technical Project Manager

January 2005 – January 2017

**The World Bank Group**

- Provided daily lifecycle project management of 15+ high-profile projects
- Managed vendor and client deliverables within internal and external digital communication channels
- Produced highly ranked podcast with 1,250+ average plays per episode
- Maintained critical databases and content management systems for data analysis
- Worked within a Scrum framework to produce and maintain mission-critical library materials
- Refined project workflows and deployed metrics to improve productivity
- Lead cross-team mobile app development on one of the World Bank's highest profile reports

### Key Accomplishments

- Implemented business model transition from traditional to new media publishing
- Leveraged digital, social media, and Google analytics for improved UX
- Improved production efficiency by 20% for a World Bank division by implementing new design standards, more efficient workflows, and repositioning digital media presence

## Education

**Rochester Institute of Technology | Rochester, NY**

- **Bachelor of Science**, New Media Publishing-Graphic Communication, *Cum Laude*

**PMI:** Certified Project Management Professional (PMP)

**Scrum Alliance:** Certified Scrum Master (CSM)

**Prosci®:** Prosci® Certified Change Practitioner

**Codecademy:** Certified in Front-End Web and App Development