Andrew Winton

678-773-9950 | andrewwinton909@gmail.com | [Portfolio](#) | [LinkedIn](#)

Goal-oriented	Innovation-driven	Collaborative	Self-starter

I am energized by companies that share the belief that the best moments in life are created together. I am actively seeking a job where I can express my intrapreneurial drive, leverage my product management skills, and apply my web development knowledge to ship products at the intersection of AI and the digital world that solve real human problems.

WORK EXPERIENCE

West Monroe Partners | Chicago, IL | Aug 2022 – June 2023
Product Manager - Full time

- West Monroe sought to save time finding relevant examples of past work for sales. Our team researched, designed, and built an internal searchable database. My role involved managing the feature backlog using Jira, leading sprints/retros, recruiting new designers/developers, improving internal team onboarding, and developing a multi-tab PDF previewer. The MVP was released company-wide.
- An entertainment and media company needed help designing, developing, and testing a white-label web 3 loyalty program. Our team guided the product's direction. I wrote user stories, supported backlog prioritization, and planned the continuous release of new features, resulting in a growing user base of 2000 plus.
- A small retail and ecommerce coffee company aimed to enhance its digital user experience. Our team reviewed the entire business, and I led the research, recommendation, and implementation of third-party software integration (Subbly) to streamline the subscription service for 40+ subscribers
- A pet treat company sought to improve its customers' digital experience. I assisted in leading workshops and research, resulting in 40+ heuristic design recommendations. We educated the client on hypothesis-driven user research, enabling a better understanding of user needs and creating a concrete plan for the future.
- A government automation company came to us with over 100+ separate website & code repositories. Our team worked closely with their development team, and my role was to remove all roadblocks for the development, the quality assurance, and the client teams by leading stand-ups, communicating to identify friction points in the current processes, and implementing improved processes for better communication and accountability within the development team resulting in the consolidation of 100+ code repositories.

Frenik Marketing Group| Atlanta, GA |May 2021 – August 2021
Business Analyst - Internship

- Successfully assisted in retaining existing clients with a monthly marketing budget of $10K by cleaning large data sets to identify key metrics used in monthly progress decks. Focused on data-driven stories for 20 customers.
- Researched and implemented rich snippets/structured code into clients' websites' HTML, enabling easy crawling by Google bots. This increased click-through rates and decreased bounce rates.
- Created video tutorials to streamline the off-boarding process for clients across various software platforms, saving coworkers more than 3 hours per off-boarding session.
- Added FAQ pages to over 20 different clients' Google My Business accounts to enhance their Google ranking.

SpotMe | Atlanta, GA |March 2020 – December 2020
Co-founder

- Created a strategic business plan with market and financial forecasts.
- Led 50 plus customer discovery interviews, fueling 3 major iterations to the app's wireframe design using Adobe XD.
- Recruited and led 5 CS students in the initial build of the web app.
- Averaged 56 users a day with 599 logged workouts over a campus-wide 10-day competition using our MVP.
- Pitched to investors after having been accepted into the Notre Dame pre-accelerator.
- Learned invaluable lessons of recruiting, motivating a team, listening first, leading second, and portfolio justification.

EDUCATION

University of Notre Dame | Notre Dame, IN |May 2022
Bachelor of Business
Major: Management Consulting | Minor: Innovation & Entrepreneurship

Relevant Coursework: Innovation & Design Thinking, Data Visualization, Social Entrepreneurship, Strategic HR Management, International Management

South Bend Coding School | South Bend, IN | January 2021
Certification - Web development boot camp

Udemy | IOS 13 & Swift 5 Bootcamp | June 2020 – July 2020

STUDENT/ATHLETE LEADERSHIP

University of Notre Dame Swim & Dive| Notre Dame, IN | June 2021 – Present
Team Captain
▪ Actively participate in an open feedback loop by leading team meetings and having daily conversations to monitor morale and identify ideas for improvement while upholding team values through candid conversations.
▪ Organized team bonding events, including grill-outs, game nights, and socials helping all classes blend as a family.
▪ Acted as a two-way communication channel for coaches and younger teammates to foster better relationships through clearer conversations.

Monogram Recipient - Notre Dame Swimming| Notre Dame, IN | July 2019
▪ As a student-athlete of the University, I was honored for my loyalty to my teammates and programs and my commitment to the values when I was endowed with the University's athletic insignia.
▪ Started in 1896, the Monogram Club's mission is to live every day during your four years on campus and forever in honor of five core values: Community-Legacy-Service-Diversity-Excellence.

2019 All-ACC Men's Academic Swimming and Diving Team
▪ Named All-ACC by the conference for Academic and Athletic accomplishments.

Male Swimmer of the Year| Georgia - Gwinnett County, GA | March 2017
Maccabi Games – Silver Medalist | Tel Aviv, Israel | July 2016
U.S. Olympic Trials – 200 & 400 Individual Medley| Omaha, NE | July 2016

COMMUNITY LEADERSHIP AND OUTREACH

Eagle Scout| Lawrenceville, GA | January 2017
▪ Created a CAD design for a concrete ping-pong table to present a plan to the City of Suwanee.
▪ Obtained permits and negotiated discounts with local suppliers.
▪ Led and organized a multi-neighborhood pine straw sale raising approximately $1k to offset the cost of materials.
▪ Facilitated the construction of the table by recruiting and collaborating with 20 plus people over three workdays.
▪ Added recreational opportunity for 19,000 plus residents to enjoy with their families and friends at Sims Lake park.

St. Bakhita Vocational School | Kalongo, Uganda | February 2021 – May 2021
Technology Innovator
▪ Collaborated to apply the design thinking framework to leverage a computer lab in an all-girls vocational school in Uganda.
▪ Communicated via phone with the assistance of a translator to identify the technology needs of the girls and community business owners collecting data via a pictorial survey.
▪ Collected information through weekly interactive chats with cultural, government, and industry experts.
▪ Pitched a curriculum of computer skill classes including computer basics, typing, Google suite, and how to burn CDs.

SKILLS AND INTERESTS

Technical: Agile ceremonies, Atlassian tools (Jira, Confluence), Figma, Figma jam, Miro, Adobe XD, React, Django, CSS, HTML, JavaScript, Python, Swift, Excel, Microsoft Office Suite (Excel, PowerPoint, etc.), Google Suite, Google Analytics & Tag Manager
Interests: Foosball, Poetry, Camping, Sand Volleyball, Footvolley, Ping-Pong, Soccer, Welding, Building, Game Development

References furnished upon request.