JACOB ROBERTS

Product Manager | PaaS Expertise | Strategic Vision

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🔗 linkedin.com 📍 Edinburgh, UK

SUMMARY

Experienced Product Manager with a strong record of boosting user experience and streamlining product delivery. Significant achievements in driving product strategy, with over 6 years of experience and a passion for DevOps practices.

EXPERIENCE

Senior Product Manager
TechSolutions Ltd
📅 07/2019 - Present 📍 Edinburgh, UK

- Orchestrated the launch of an innovative SaaS product, leading to a 30% increase in market penetration over 12 months.
- Enhanced product delivery cycles through Agile methodologies, reducing time-to-market by 40%.
- Fostered cross-departmental collaboration, resulting in a unified approach to product development and a 25% increase in product quality.
- Piloted user research initiatives, incorporating feedback into product iterations, and achieving a 95% customer satisfaction rate.
- Spearheaded a DevOps transformation project, automating key processes and boosting development efficiency by 50%.
- Delivered a comprehensive product roadmap aligned with strategic business goals, driving a consistent yearly revenue growth of 20%.

Product Manager
Innovatech Solutions
📅 03/2016 - 06/2019 📍 Glasgow, UK

- Managed a portfolio of PaaS solutions, enhancing the scalability of products and attracting a 15% increase in enterprise clientele.
- Drove user engagement by implementing feedback loops, leading to a 12% uplift in active users.
- Optimized resource allocation, resulting in a 35% cost reduction while maintaining product development timelines.
- Cultivated partnerships with industry leaders, enhancing product visibility and market share.
- Implemented a customer-centric development approach, directly contributing to an annual 10% increase in renewals and upsells.

Associate Product Manager
CloudTech Innovations
📅 09/2013 - 02/2016 📍 Edinburgh, UK

- Assisted in the development of a cloud-based analytics tool, resulting in a 20% uplift in user productivity.
- Played a key role in the market research that informed product direction, correlating to a 15% rise in competitive positioning.
- Contributed to a cross-functional team that improved product UX/UI, increasing customer retention by 18%.

EDUCATION

Master of Science in Product Management
University of Edinburgh
📅 01/2014 - 01/2015 📍 Edinburgh, UK

Bachelor of Engineering in Software Engineering
Heriot-Watt University
📅 01/2009 - 01/2013 📍 Edinburgh, UK

ACHIEVEMENTS

💡 **30% Market Penetration Growth**
Led the development and launch of a cutting-edge SaaS product, directly increasing market penetration in the first year.

🚩 **40% Reduction in Time-to-Market**
Pioneered an Agile transformation which significantly decreased product development cycles.

✨ **95% Customer Satisfaction**
Utilized customer feedback to iterate on products, achieving a near-perfect satisfaction score.

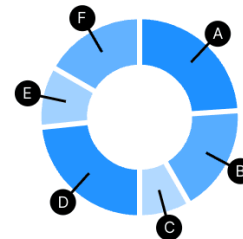## SKILLS

Product Lifecycle Management

Stakeholder Engagement

Agile & Scrum Methodologies

User Experience Design

Market Research   DevOps Practices

MY TIME

- Ⓐ Mentoring / Managing my team
- Ⓑ User research
- Ⓒ Roadmap development
- Ⓓ Communication & stakeholder alignment
- Ⓔ Enjoying nature together with my dog!
- Ⓕ Improving our process