

# BEN TROOP

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## PROFILE

I'm looking to solve real problems for real people by working with a high-performing team to turn innovative ideas into awesome, beautifully-designed and intelligently-built products.

I'm most energized when operating as a polymath—drawing upon my collection of broadly technical, multi-functional experiences, interests and skills—to deliver creative, inventive solutions that delight users.

## EDUCATION

### DEGREES

#### MBA, Foster School of Business

University of Washington, 2015

#### BA, Studies in Environmental Biology & Anthropology

Seattle Pacific University, 2009

### CERTIFICATES

#### Digital Product Management, Darden School of Business

University of Virginia, 2018

#### Certified Scrum Master

The Scrum Alliance, 2018 (current)

## SKILLSET

### Data

Graph DB, Neo4J, GraphQL, SQL NoSQL; MSFT PowerBI, DAX, PowerQuery(M), MSFT Excel; Data modeling, analysis and visualization; BI dashboards; Statistical analysis

### Design/Development

Full-stack .js, Node.js, React.js, Apollo, HTML/CSS, Markdown; Adobe Ps/Ai/Id; Product management, backlog management, feature roadmapping; Design/UI/UX, A/B testing; MSFT PPT, deck design, executive pitches

### Marketing

Data-driven modern, integrated marketing strategy and operations; Market research & competitive analysis; Customer Voice research; Go-to-market strategy

### Operations

Agile & Scrum, Azure DevOps; Program & project management; Process mapping & improvement; Stakeholder & change management; Cross-org collaboration; Logistics planning; Quantitative modeling

### Finance

Financial modeling; Firm and project valuation; DCF analysis; Portfolio allocation; Venture funding; Capital budgeting; P&L analysis

## EXPERIENCE

### Management Consultant, Bridge Partners

Sr Manager, Sep 2020 – present  
Sr Consultant, Feb 2018 - Sep 2020

#### Highlights from Fortune 50 tech company projects

- Improved client company's ability to achieve sustainability strategy goals set by the office of the CSO by leading the design and implementation of a corporate-wide data, reporting and OKR management program for monitoring and tracking progress
- Enabled 50-person organization to measure Agile performance, improve resource management and better prioritize project portfolio by utilizing product-management practices to design, develop and deliver 2 enterprise-grade, cloud-based software and reporting capabilities
- Developed and matured a 30-person product management group's Agile capabilities by coaching Scrum teams, creating Agile educational content, leading trainings and implementing Agile and Scrum principles and practices
- Improved client company's reach into target growth-customer segments by aligning and leading teams from across 8 business groups in the development and execution of a coordinated engagement and sales strategy

### Management Consultant, Grant Thornton

Sr Associate, Feb 2017 - Feb 2018

#### Highlights from Fortune 50 tech company projects

- Influenced over \$150M in revenue in its first year of incubation by scaling strategic business operations for a global, digital, modern-marketing program across 7 countries
- Developed a global engagement program's go-to-market strategy for onboarding existing business partners onto a new transaction platform
- Delivered strategic recommendations for improving reporting fidelity and stakeholder trust by driving a multi-system data audit to catalog and evaluate reporting disparities

### Business & Strategy Consultant, Freelance

Dec 2015 - Feb 2017

#### Highlights from client projects

- Designed flagship product prototype by working with client to evaluate customers' pain points, preferences and functional requirements
- Increased client's sales leads by developing a go-to-market strategy featuring channel-specific communications emphasizing value propositions mapped to targeted customer segments

### Business & Strategy Consultant, via Foster School of Business

Jan 2014 - Mar 2014  
Oct 2014 - Mar 2015

#### Highlights from client projects

- Developed change recommendations for aligning client's marketing strategy and messaging with customer needs by designing, executing and analyzing a market research study for targeted customer segments
- Created strategy for integrating market-disrupting innovations into client's 5-year business plan by performing due diligence and analysis of industry-adapted scenario impacts on client's value differentiation, competitive advantage and financial goals

### Full-stack BI Engineer & Consultant, VIR solutions

Jan 2013 - Jul 2013

- Enabled C-suite/board to evaluate executive compensation, partner relationship health and operational compliance with QMS standards and KPIs by scoping, building and delivering a full-stack BI solution

### Equipment Engineer & Network Analyst, TTMI

Nov 2009 - Jan 2013

- Enabled executive leadership to make strategic growth decisions by designing and building analysis models that forecasted projects' equipment counts, capex spending and ops budgets
- Cut costs, reduced planning oversights and eliminated data discrepancies by developing and implementing a suite of automated software tools that streamlined 10 major engineering workflows