

# Andrei Valchkou

## Product Manager

8+ years of experience in Product Management , specializing in e-commerce domain and consumer facing mobile products



andeenman@gmail.com



2039183626



New York, USA, US



linkedin.com/in/andrei-valchkou

## SKILLS

Product design

Product Strategy

A/B Testing

Research &  
Requirements  
Documentation

Wireframing

Business metrics

## LANGUAGES

English

Full Professional Proficiency

Russian

Native or Bilingual Proficiency

## EDUCATION

### Bachelor of Science in Computer Science

Belarusian State University of Informatics and Radioelectronics

2009

Minsk, Belarus

## WORK EXPERIENCE

### Senior Product Manager for Pearson Education

PEARSON EDUCATION

01/2020 – Present

New York, NY, USA

Achievements/Tasks

- Improved ecommerce checkout flow by redesigning customer experience leading to an increase of 31% YoY in conversion and increase of 16% on the android & iOS apps
- Led the team of 6 Product Managers for both the website and mobile apps (iOS & Android) ecosystem
- Launched a new mobile application for eLearning initiative, which helped improve DAU by 30% MoM and onboard more than 10,000 students already
- Led initiative for collecting of site user behavior data using Adobe Analytics and A/B testing to bring continuous improvements & launch of 14 new product features

### Product Manager for United States Tennis Association

United States Tennis Association

06/2017 – 12/2019

White Plains, NY, USA

Achievements/Tasks

- Launched a new mobile application Net Generation for iOS and Android, official youth tennis of the USTA. Led product strategy, product development and features definition
- Conducted user research and feedback analysis after mobile application launch, interviewed over 100+ users and organizations. Led initiatives for product improvements to grow user base by 15%

### Product Manager for Emirates Airlines

Emirates Airlines

07/2015 – 05/2017

Dubai, UAE

Achievements/Tasks

- Led cross-functional team in developing and launching a new flight ticket booking platform, which served nearly 6,000 (+22% YoY) bookings in just after 6 months after release
- Conducted A/B testing of Emirates Airlines brand pages and suggested data-based improvements. As a result increased customer engagement rate by over 30% YoY

### Product Manager for John Wiley & Sons

John Wiley & Sons

03/2012 – 06/2015

New York, NY, USA

Achievements/Tasks

- Led initiative for expanding payment options to PayPal which results in increased Year-over-year revenue by 20%
- Launched redesigned eCommerce shopping cart and multisite checkout flows mobile experience initiative which results in increased Year-over-year mobile revenue by 45%