

## EXPERIENCE

### Product Lead, Passbook by Remitly (passbook.app) — Remitly, Seattle

MAY 2019 - PRESENT

- Product Lead, Consumer Product Growth: Lead a cross-functional Engagement & Retention team of 15. Doubled onboard rate in one quarter. Lead hiring, developing, and scaling product, design, and program manager functions. Manage strategic product partnerships to accelerate product development, for existing (Visa, Sunrise Banks, Galileo) and new partners.
- Senior Product Manager: Hired as product founder to lead 0 to 1 product development and build banking business (first new product line beyond remittance business). First PM for Passbook. Led strategy, design, execution across a team of 9 and external partners to launch a digital bank for immigrants in 9 months. Launched no SSN signup, preferred name, address verification, digital cards, cash deposit. Named a TIME 100 best invention of 2020.

### Product & Design Consultant — Independent, SF/Remote AUG 2016-PRESENT

- Clients: Empower, voter turnout app for organizers; Real Talk, health education app for teens

### Adjunct Faculty — MICA, Baltimore and SVC, Seattle SEP 2019-PRESENT

- Teach user experience to students at Maryland Institute College of Art (MICA) and SVC

### Fellow, Public Interest Technology — New America, Remote

MAY 2020 - AUG 2020

- Investor & Advisor: Developed investment thesis and policy memo for a \$1.5M pandemic economic recovery fund for improving social safety net policies. Advised on program design, hiring, and built partnerships with U.S. Digital Response, NCoC, state and federal agencies.

### Entrepreneur in Residence — United States Digital Service (usds.gov), DC

OCT 2017 - MAY 2019

- Served a tour of duty with USDS (usds.gov), a startup within the federal government using design and technology to deliver better government services. Detailed to the Center for Medicare and Medicaid Services (CMS) and US Citizenship and Immigration Services (USCIS).
- Director of Design, USCIS (Aug 2018-May 2019) - Led strategy to reduce backlog and wait time for 729K asylum seekers. Interviewed asylees from Ethiopia, Honduras, Malaysia. Launched Case Status Online. Redesigned Asylum website, call scripts & notices to improve efficacy of phone, email, walk-in inquiry operations by 11% at field offices. Hired and trained 4 designers.
- Director of Product, CMS (May-Aug 2018) - Led 4 executives on modernizing Medicare payments system that pays \$2B USD daily for 57M patients. Hired and onboarded team of 9.
- Senior UX Lead, CMS (Mar-Apr 2018) - Conducted market and user research for a discovery sprint to investigate the role of technology in the opioids crisis. Due to my recommendations, CMS invested \$50K to build the MVP of a Medicare claims API for drug data at point of care.
- Senior UX Lead, CMS (Jan-Feb 2018) - Conducted research to journey map the experience of startups and researchers and presented health data policy change recommendations to CMS Administrator for a discovery sprint to improve access to Medicare and Medicaid data.
- Group Product Manager, CMS (Oct 2017-Jan 2018) - Managed 6 product managers on go-to-market for a payments API program (qpp.cms.gov), saving \$100M USD in implementation.

### Senior Product Manager & Designer — FiscalNote, DC AUG 2015 - OCT 2017

- Direct report to COO; aligned VPs of Sales, Client Success, and Marketing by developing user personas to guide product strategy, marketing campaign targeting, and sales strategy. Doubled product team and improved new hire ramp up by 50% by developing onboarding program.
- Senior Product Manager / Senior Product Designer: Grew average contract value (ACV) 293.54%. Closed first 1M+ contract by pivoting from SMB to enterprise market and launching EMEA, LAC, APAC product lines. Led product discovery & delivery with design & engineering, and go-to-market with sales & marketing to grow the company from \$0 to \$10M+ ARR in 3 years.
- Product Manager: Launched the company's first mobile app in four months with one engineer.

### Business Development, Sales & Marketing — FiscalNote, DC AUG 2014 - AUG 2015

- Contributed to raising \$18M funding by exceeding sales quotas and closing \$386,842 in new revenue (34% of company revenue at the time). Grew ACV by 76.82% by training 35+ new hires on structuring pricing/contracts to maximize ACV. Closed first tech clients: Uber, Lyft, Coinbase.

## IMPACT

# 15M

no SSN immigrants can now open a bank account on their phone

# \$100M

saved from Medicare payments API

# \$0→\$10M

Led product to grow from \$0 to \$10M ARR in 3 years

## SPEAKING

### Code for America

Oakland, CA

### Data Day (keynote)

Mexico City, Mexico

### Grace Hopper

Orlando, FL

### Microsoft Research

Beijing, China

## EDUCATION

### Amherst College

BA, Economics

### Tsinghua University

International Affairs

Beijing, China

### International Honors

### Program

Urban Planning

NYC, Delhi, Dakar,

Buenos Aires

## GLOBAL EXPERIENCE

2011-2013: Strategy at Sinovation

Ventures in Beijing,

Standard Chartered

in Shanghai, and

Infosys in Bangalore.