

# CHRISTINA ARAGON

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## SKILLS

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- **Technical Skills:** User Research, Digital Marketing, Analytics, Adobe Creative Cloud, Figma, Canva, Java, JavaScript, C++, HTML, CSS, Python, Jira, Spanish (Intermediate)
- **Soft Skills:** Leadership, Coachability, Interpersonal Skills, Adaptability, Problem Solver, Detail-Oriented, Written and Verbal Communication, Team Oriented, Results-Driven, Time Management

## PROFESSIONAL EXPERIENCE

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### Recorded Future

*Business Development Representative* | Boston, MA

December 2023 - Present

- Led targeted outreach in the State, Local, and Education (SLED) Public Sector, driving nationwide business expansion through 100 cold calls and 80 personalized emails daily, in collaboration with 6 Account Executives.
- Utilized strategic sales analysis to fuel initiatives, achieving a 15% growth in both new and existing accounts.
- Demonstrated proactive leadership by fostering mutually beneficial alliances with channel partners, resulting in a notable 30% increase in confirmed meetings.
- Developed dynamic presentations and comprehensive documentation to streamline partner onboarding, establishing a benchmark process for all SLED sector channel initiatives.

### Intevations LLC

*User Research Specialist* | Fort Myers, FL

February 2023 - July 2023

- Identified 43 outreach opportunities for veteran programs and resources through extensive market research.
- Achieved a 92% reduction in processing time for veterans by digitizing government programs.
- Created a Product Requirements Document (PRD) with 50+ specific requirements.
- Maintained detailed outreach records for future reference and analysis.

### Intevations LLC

*Product Manager - User Experience & Front-End Developer* | Fort Myers, FL

August 2022 - May 2023

- Designed and developed 18+ mobile app screens, resulting in a functional prototype for stakeholder presentation.
- Integrated designs into Android Studio using Java, boosting user engagement by 65%.
- Led government initiatives with weekly meetings and daily team communication.
- Streamlined 55+ written requirements, promoting collaboration and cost savings.
- Implemented Agile Scrum methodologies, leading to a 75% increase in team productivity.

### Alpha Chi Omega

*Product Designer - User Experience (Freelance)* | Fort Myers, FL

January 2022 - May 2022

- Integrated targeted SaaS solutions via APIs to address bugs and access limitations, enhancing efficiency and accessibility.
- Crafted a user-centric UI/UX design based on user research insights, resulting in a significant 55% improvement in usability.
- Documented project progress, iterations, roadmaps, and key documents in Jira and Confluence for transparency and alignment.
- Generated extensive documentation, including Software Specifications Document (SRS) and Business Requirement Documents (BRS), capturing over 110 essential requirements for successful project execution.

## CERTIFICATIONS & EDUCATION

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### SAFe® 6 Product Owner/ Product Manager

Issued: May 2023 | Credential ID: 25684445-6205

### SAFe® 5 Product Owner/ Product Manager

Issued: January 2023 | Credential ID: 25684445-6205

### Bachelor of Science, Software Engineering

Florida Gulf Coast University

Fort Myers, FL | May 2023