**Dustin Turner**

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## **Product Manager**

A dynamic forward-thinking solutions provider with over 9 years of experience leading projects with cross functional teams. Experience and growth from the US Army and 15 months developing deep client relationships with IT business leaders to drive growth and enterprise value. Consistently demonstrated ability to synthesize information from multiple stakeholders and deliver results working independently. Motivated leader with a passion for technology and supporting teams in achieving their personal and professional goals. Developing, promoting, and supporting team growth within the individuals I mentor.

### Areas of Expertise

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| * Management Consulting * High-Level Business Proficiency * Strategic Planning / Analysis * Performance Measurement * Product Management * Product Development * Product Implementation * Pricing Management and Strategy * Change Management * Advanced Analytics / Visualization | * Go-To-Market / Growth Strategy * Product and Competitive Analysis * Budgeting / Financial Management * Business Process Engineering * Revenue Generation * Entrepreneurship * Process Building * Marketing Strategy / Research * Technology Roadmap & Planning * Data Management Strategy | * Organisational Transformation * Transformation Leadership * Relationship Development * Training Management * Stakeholder Engagement * Workforce Planning / Analysis * Cost Reduction / Modeling * Operations Strategy * Business Case Development * IT Strategy Alignment |

**Work History**

**GARTNER 06/19-09/20**

**Account Executive**

Served as a strategic business partner and trusted advisor to CIO’s, VP’s, and Director level IT leaders in client organizations within the financial services industry.

* Conducted weekly and monthly client engagements to continuously provide recommendations on areas of opportunity for increased business value.
* Delivered 100% retention by developing an effective, enterprise-wide IT strategy that drove value to their business and enabled continuous improvement.

Relevant projects include:

* Conducted needs assessment and developed business case for application rationalization project of midsize P&C firm that eliminated 15% of excess applications; secured approval from client leadership to begin project.
* Developed security strategy maturity roadmap with CISO after security breach of client organization due to M&A activity; resulted in mitigation of $30k annual spend and improved procedures for future acquisitions.
* Identified opportunity for cloud migration from communicating with tactical level clients; developed business case, migration roadmap, and secured stakeholder buy in for future execution.
* Facilitated initial current state assessment and development of master data management strategy roadmap for large insurance brokerage firm.

**UNITED STATES ARMY 10/09-06/19**

**Senior Team Trainer**, Platoon Trainer, 05/18 – 06/19

* Managed the training, health, welfare, and safety of 90 junior leaders; developed competence, confidence, physical and mental toughness, and character necessary to move forward in leadership roles in any operational environment.
* Directly responsible for instructing tactics, operations, and resource management to future infantry section leaders ensuring that they meet performance standards of a 19-week course program of instruction.

**Operations Manager**, Executive Officer, 07/16 – 05/18

* Improved overall unit readiness from 40% to 100% by fixing and reallocating damaged excess equipment to outside organizations to fulfill their equipment requirements.
* Resourced and coordinated execution of training of 300 Iraqi soldiers with multi-national partner forces in support of Operation Inherent Resolve on deployment to Iraq.

**Reconnaissance Section Manager,** Scout Platoon Leader, 07/15-07/16

* Assisted in developing company level estimates, plans, and orders; responsible for the accountability and maintenance of department equipment valued at over $3.5M

**Section Manager,** Rifle Platoon Leader, 01/15-07/15

* Ranked in top 3 of 36 lieutenants for performance leading a unit of 39 infantry soldiers through a rigorous six-month training plan to prepare for deployment to Iraq.

**Assistant Operations Manager,** Current Operations Officer, 02/13-01/15

* Served as assistant operations manager for comprised of over 400 soldiers providing daily operational guidance to meet organizational goals.
* Ranked number 1 of peer lieutenants after routinely assuming responsibility of positions one to two levels above and demonstrating mental agility and maturity.

**Technical Engineer / ROTC Cadet,** 10/09-02/13

* Selected as student leadership of over 100 cadet members of ROTC organization while overseeing successful execution of the Gold Star Family Event Mountain Man Memorial March in Gatlinburg, TN
* Selected to represent ROTC organization at United States Military Academy conference

### Education & Training

Master’s in Business Administration- Business Analytics, 3.6 GPA, Syracuse University

Bachelor of Arts in Political Science, University of Tennessee – Knoxville

Bachelor of Science in Manufacturing & Industrial Technology, Tennessee Technological University

**Achievements**

**Capstone Project, 2020 -** Completed a project that went from business idea to business plan and proposal pitch during a ten-week period. I served as the team lead of 4 people to conduct industry/market research, product development research, budget, sales projections, and marketing plan. We compiled and completed user surveys and interviews to identify weaknesses in product ideas and identified gaps in potential market share.

**Certified ScrumMaster (CSM), Scrum Alliance**