**Dr. Eric Nielson, EdD**

Senior Product Manager | Captain

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---------------------------------------------------------------- **SUMMARY** ------------------------------------------------------------------------

Experienced Product Manager with 5+ years of zero-to-one product creation and growth. A proven history of achieving product market fit and leading teams in fast-paced startup environments with an expansive education to base decisions on data and evidence-tested methods. Over 13+ years of executive stakeholder engagement, strategic planning, and budget and project management as an Air Force Officer. Current Top Secret (TS/SCI) clearance.

------------------------------------------------------ **SKILLS & PROFICIENCIES** -----------------------------------------------------------

Technical Skills: SQL | REST API | GraphQL | Python | Flask | React | Snowflake | Pandas | Matploblib | Scikitlearn

Proficiencies: AI Product Management | Growth Product Management | Go-to-Market | Product Operations | Product Marketing

| Budgeting | Financial Management | Strategy | Product Launch | Research | User Experience Design

---------------------------------------------------- **PROFESSIONAL EXPERIENCE** ---------------------------------------------------------

**Senior Product Manager, *Komodo Healthcare*** Mar 2023 – Present

* Launched a self-service analytics product designed to reduce Data Scientist workflow and time-to-insight, generating over $22M in revenue within its first quarter.
* Led the development of next-generation healthcare analytics tools, including AI and Platform enablement, achieving $26M in total revenue in the first year.
* Established a company Voice of the Customer program, synthesizing 300+ data points to drive 50+ feature and capability enhancements increasing win rates by 32%.
* Drove key product growth initiatives through user research and multivariant testing, increasing the sales pipeline and reducing customer churn from 28% to less than 18%.

**Senior Product Manager, *Amazon*** Jan 2022 – Dec 2022

* Managed global advertising for a marquee Amazon event, overseeing 10+ workstreams across 14 countries to deliver $42.9M in ad revenue in two days.
* Automated all Prime Day and Black Friday creative advertising products, reducing operational workloads by 90%.
* Scaled product growth and activation to seven additional countries, increasing global reach and revenue by 17%.
* Launched over 3,000 ad campaigns, reducing product errors by 85% and driving $500M+ in revenue.

**Product Manager, *The Walt Disney Company*** Nov 2019 – Jan 2022

* Designed and delivered custom API integrations across 20 strategic partnerships, resulting in $10M+ in revenue.
* Built executive dashboards to consolidate enterprise-wide insights, supporting holistic and strategic decision-making.
* Managed and mentored a Junior Product Manager, fostering career growth and amplifying team impact.

**Associate Manager, *ESPN*** Apr 2018 – Nov 2019

* Directed 81 integrated advertising campaigns across digital and linear media, driving $134M in revenue.
* Improved client proposal success rates by 19% through data-driven business insights and analysis.
* Led creative strategy and project execution from pre- to post-sale, achieving a 37% year-over-year sales increase.

-------------------------------------------------------- **MILITARY EXPERIENCE** ------------------------------------------------------------

**Captain, *139th Aeromedical Evacuation Squadron*** Jan 2012 – Present

* Directed operations and supervision for 50+ personnel and managed a $500K budget, increasing training efficiency by 24%, earning an Outstanding squadron unit inspection rating.
* Spearheaded a $23M Arctic patient movement initiative, developing a new training program and enhancing mission capabilities across the Department of Defense, earning a pacing unit designation.
* Led a 5-person team to train over 10,000 soldiers in aeromedical evacuation during a Middle East deployment, achieving a 100% patient survival rate and ranking #2 among 54 Captains.
* Commanded 72 soldiers during COVID-19 response operations, providing critical oversight and support to 70+ New York City hospitals, earning the Army Commendation Medal.

---------------------------------------------------------------- **EDUCATION** ----------------------------------------------------------------------

**Doctor of Education (EdD) –** *University of Southern California* Aug 2024

**Master of Business Administration (MBA) –** *Louisiana State University* May 2017

**Bachelor of Arts, Communication –** *University of Wyoming* May 2015