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LINKEDIN PROFILE: Sarah Chen

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HEADLINE:

Senior Product Manager | Product Management | San Francisco, CA

ABOUT:

Senior Product Manager with 7 years building B2B SaaS products at scale. Led product strategy for platforms serving 500K+ users. Expert in roadmap prioritization, stakeholder alignment, and data-driven decision making. Launched 12+ features driving \$8M ARR growth.

EXPERIENCE:

Senior Product Manager
Stripe | Jan 2021 – Present
San Francisco, CA

- Led product strategy for Stripe Billing, serving 50K+ businesses processing \$2B+ annually
 - Shipped usage-based pricing engine enabling customers to launch new billing models in <48 hours (vs 6 weeks prior)
 - Drove 34% increase in product adoption through user research, A/B testing, and iterative feature development
 - Managed cross-functional team of 8 (engineering, design, data) through full product lifecycle
 - Presented quarterly roadmap to C-suite and Board of Directors with data-driven prioritization framework
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Product Manager
Asana | Jun 2018 – Dec 2020
San Francisco, CA

- Owned Goals product from 0 to 1, reaching 15K MAU within first year post-launch
- Collaborated with sales and customer success to identify \$5M pipeline opportunity through feature gaps
- Led discovery phase with 40+ customer interviews informing product strategy and feature prioritization
- Reduced churn by 18% through targeted improvements to onboarding experience
- Implemented OKR framework for product team improving alignment and velocity by 25%

Associate Product Manager
LinkedIn | Aug 2016 – May 2018
Sunnyvale, CA

- Supported flagship Jobs product serving 50M+ monthly active users
 - Shipped 8 A/B tests resulting in 12% lift in job application rate
 - Analyzed user behavior data to identify friction points, informing roadmap prioritization
 - Collaborated with UX research to conduct usability studies with 100+ participants
 - Managed relationships with 15+ external partners for job board integration
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EDUCATION:

MBA
Stanford Graduate School of Business
Graduated: 2016
Specialization: Product Management & Strategy

BS Computer Science
UC Berkeley
Graduated: 2014
Honors, 3.8 GPA

SKILLS:

- Product Strategy
- Roadmap Prioritization
- Stakeholder Management
- A/B Testing
- User Research
- Data Analysis (SQL, Python)
- Agile Development
- Go-to-Market Strategy
- Cross-Functional Leadership
- OKRs & KPIs

CONTACT:
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