

TAYLOR FOSTER

Certified Project Management Professional

 600-00-0001

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 San Francisco, CA

SUMMARY

Result-orientated project team leader with 5 years of experience covering project and product management including developing, implementing and supporting complex infrastructures for fast growing startups. A fast and eager learner, I am detail oriented and adapt to changing project requirements quickly to meet business goals.

PROFESSIONAL EXPERIENCE

Senior IT Project Manager2019 - Ongoing

Rover GamesSan Francisco, CA

- Rover Games is a multi-play mobile game app development firm that has successful titles such as Drink Something, Trivia Tonight and King's Fight
- Accelerated outbound sales cycle by 330% by designing and implementing customer acquisition platform for training and managing technical and IT teams
  - Established and curated strategic partnerships with 6 out of 10 top state manufacturing companies which resulted in \$20M additional annual revenue
  - Led re-architect effort of a core SaaS product to reduce the platform deployment time for clients by 2 months

Project Manager2017 - 2019

TeslaLos Angeles, CA

- Tesla is an electric vehicle manufacturer that is revolutionizing the automobile industry
- Lead a team of developers to build a proprietary CRM system for enterprise and its strategic partners, optimizing sales process and increasing sales revenue by 24%
  - Curated a \$2M business implementation project that saves ~ \$3.5M on operational inefficiencies between sales and development departments

Customer Success, Product Support2016 - 2017

Reilly GroupLos Angeles, CA

- Reilly Group is a full service technology solutions provider
- Researched user behavior and led strategic product roadmap discussion across multi functional teams
  - Integrated Tableau reporting system into BI sales workflow, which led to 23% increase in post-meeting inquiries for technical sales department
  - Streamlined post-sales support to increase customer retention rate among enterprise clients by 27%

Project Coordinator2015 - 2016

Wolf IndustriesLos Angeles, CA

- Wolf Industries is a home appliance part supplier to major appliance manufacturers including GE
- Acted as liaison between 3 country offices
  - Maintained and documented inventory of over 4,000 items
  - Led a team of 15 as a project manager, creating a trusting, respectful team in the process
  - Consistently ranked in the department's top 3 for completed tasks
  - Trained over 270 temporary remote workers

EDUCATION

Bachelor of Science, Industrial Engineering2011 - 2015

University of California, BerkeleyBerkeley, CA

TECHNICAL SKILLS

Scrum • Product Development • SQL •

Tableau • JIRA • Python

KEY ACHIEVEMENTS

Cost Saving Of \$100M

Through efficient project management and teamwork, my team saved the division at Tesla over \$100 Million in the engine assembly department. The new assembly process is being rolled out to other departments to realize further savings

Exceeded throughput target by 90%

Cutting loading time & fixing key security issues Wolf Industries by moving key remote workers successfully online at scale. Managed workflow to continuously create content for remote learning


Business Generation

Discovered new clients, negotiated over \$5 Million of partnership and product deals with key customers based on insights gathered in product development phase

Founded DeliveryToYourDorm at 22 and led to an exit

One of the co-founders of DeliverToYourDorm for college students in San Francisco bay area to get dorm supplies quickly and easily. The company was later acquired by Dormstay

PROUD OF

 Moving to the USA after completing my studies in

CERTIFICATIONS

PMP Certificate - 2021

Agile Certified Practitioner - 2022