

# 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 Manager

#### Rover Games

📅 2019 - Ongoing 📍 San 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 Manager

#### Tesla

📅 2017 - 2019 📍 Los 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 Support

#### Reilly Group

📅 2016 - 2017 📍 Los 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%

## 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