

# 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%

### Project Coordinator

#### Wolf Industries

📅 2015 - 2016 📍 Los 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 Engineering

#### University of California, Berkeley

📅 2011 - 2015 📍 Berkeley, CA