

# Daniel Singh

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Target Field: Product Management

## PROFILE

Associate Product Manager with experience delivering measurable outcomes in Product Management. Strong in execution, clear communication, and building systems that scale. Comfortable owning work end-to-end and collaborating across teams.

## EDUCATION

### University of Texas at Austin

B.B.A. Management

Atlanta, GA

2016 — 2020

- Honors program; Capstone project with documented results

## EXPERIENCE

### Associate Product Manager — Keystone Mobile

Boston, MA | Jun 2023 — Present

- Improved a cross-functional initiative; improved a key metric by 18% through iteration and better tooling.
- Created dashboards and recurring reporting; reduced decision turnaround time by 40%.
- Standardized processes and documentation; cut manual effort by 45% and improved consistency.
- Partnered with stakeholders to define requirements, align on scope, and deliver on schedule.

### Product Operations Specialist — Orbit Payments

Philadelphia, PA | Jul 2021 — May 2023

- Delivered a cross-functional initiative; improved a key metric by 12% through iteration and better tooling.
- Created dashboards and recurring reporting; reduced decision turnaround time by 50%.
- Standardized processes and documentation; cut manual effort by 55% and improved consistency.

### Associate — Meridian SaaS

Phoenix, AZ | Jun 2019 — Jun 2021

- Launched a cross-functional initiative; improved a key metric by 12% through iteration and better tooling.
- Created dashboards and recurring reporting; reduced decision turnaround time by 40%.
- Standardized processes and documentation; cut manual effort by 65% and improved consistency.

## PROJECTS

### Pricing & Packaging

- Analyzed competitors and interviewed customers; proposed updated tiers and packaging.
- Partnered with finance on revenue impact models and rollout strategy.
- Presented results to stakeholders and documented next steps.

### Support Deflection

- Launched in-product guidance and help center improvements to reduce tickets.
- Built dashboard and review cadence with support leadership.
- Presented results to stakeholders and documented next steps.

### Onboarding Revamp

- Led onboarding improvements; defined success metrics and coordinated delivery.
- Instrumented funnel and iterated based on qualitative + quantitative feedback.
- Presented results to stakeholders and documented next steps.

## SKILLS

**Skills:** Stakeholder management, Figma, Roadmapping, Go-to-market, User research, PRDs, SQL basics, A/B testing, Jira, Analytics

**Certifications:** CSPO (In Progress), Product Analytics Foundations, Google Project Management