

# Taylor Foster

## Certified Project Management Professional

📞 600-00-0001    ✉ alex.murphy@gmail.com    📍 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

### 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](#)