

JUDY WANG

+1 (240) 328-7762 / judy.wang.2023@anderson.ucla.edu
www.linkedin.com/in/jzlwang

EDUCATION

UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

M.B.A., Full-Time Program, Easton Technology Leadership, 740 GMAT

Jun 2023

- *Achievements:* Forté Foundation Fellow
- *Leadership:* Director of Career Development – Tech Business Association (Andertech)
Director of Advocacy – Asian Management Student Association (AMSA)

UC BERKELEY

Berkeley, CA

B.S., Electrical Engineering & Computer Science

Dec 2016

- *Leadership:* Computer science head student instructor; A cappella group music director

EXPERIENCE

GOOGLE Anthos Security, GCP

Sunnyvale, CA

Product Manager

Feb 2021 – Jul 2021

- Presented competitive market research and market growth potential for the container security segment to senior VPs, driving org-level strategy for both short-term (quarter-by-quarter prioritization) and long-term (yearly OKRs)
- Managed a team of 6 software engineers and 2 product designers to implement and launch cutting edge container security features that increased adoption of the product by 150%
- Constructed and executed product strategy to tap into the existing Google Kubernetes Engine customer base, expanding the product's total addressable market and opportunity size by 10x
- Increased team velocity by 80% within 5 months by standardizing org-wide product design and UX research processes

VMWARE Databases, Tanzu

San Francisco, CA

Senior Product Manager

Jan 2020 – Feb 2021

- Identified significant growth potential in the nascent containerized database service market and subsequently launched and landed a Kubernetes-native enterprise MySQL service offering within 1 year of project inception
- Doubled database sales in Japan and Korea within 6 months by conducting international sales enablement training sessions and visiting various high profile clients in Asia to collect product requirements and refine product roadmap
- Conducted UX research with Fortune 500 customers which drove quarterly business OKRs, improving net promoter score (NPS) by 30 points

PIVOTAL SOFTWARE MySQL, Pivotal Cloud Foundry

San Francisco, CA

Senior Product Manager

Aug 2019 – Jan 2020

- Orchestrated marketing initiatives internationally in Japan, Korea, Indonesia, and Hong Kong to drive cloud-native thinking amongst enterprise customers and establish the Pivotal Software brand in the APJ region
- Established a cohort of enterprise customers to provide fast and effective feedback which accelerated customer adoption and minimized customer churn by 50%

Product Manager

Oct 2017 – Aug 2019

- Led a team of 10 engineers and 2 product designers to launch complex and technical cloud database features, increasing ARR from \$600k to \$10M within 2 years
- Advocated to Product VPs for more investment in the engineering and design team, which doubled the team size and increased team velocity by 90%

ADDITIONAL

Achievements: **SpringOne Platform Conference 2019** – Keynote Mainstage Speaker

Live presentation to a 4000+ member audience discussing hybrid cloud strategy with senior leadership from Dick's Sporting Goods; (video: "judywang.me/s1p-keynote")

Volunteer Work: **Minds Matter San Francisco** – Summer Experience Lead

Languages: English, Mandarin Chinese

Software: SQL, R, bash/zsh, Node.js, HTML/CSS/Javascript, Java, Python

Interests: Singing/Songwriting, Hiking, Cello