

# 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, Management Consulting, 740 GMAT*

Jun 2023

- *Achievements:* Forté Foundation Fellow
- *Leadership:* Director of Career Development – Tech Business Association, Director of Advocacy – Asian Management Student Association (AMSA)
- *Membership:* Management Consulting Association, Creatives at Anderson

### 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

Sunnyvale, CA

*Product Manager*

Feb 2021 – Jul 2021

- Identified significant growth potential in the container security market; constructed and presented market entry strategy to senior VPs, launched the product 3wks ahead of schedule, and surpassed market penetration objectives by 50%
- Leveraged agile development expertise to lead a team of 8 software engineers and designers through the implementation and launch of cutting edge container security features, increasing adoption of the product by 30%
- Devised product strategy to tap into the Google Kubernetes Engine customer base through product integration using deep links and measuring click-through rates, expanding the product's total addressable market by 10x
- Discovered org-level development inefficiencies caused by duplication of design efforts; standardized product design and UX research practices across teams, which increased team velocity by 80% within 5 months

### VMWARE

San Francisco, CA

*Senior Product Manager*

Jan 2020 – Feb 2021

- 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
- Recognized potential for first-mover advantage in the nascent containerized database service market and subsequently expedited the launch of a Kubernetes-native enterprise MySQL service offering within 1 year of project inception
- Used data collected from user research of Fortune 500 clients to define and prioritize key areas of improvement for the product UX; the implementation of these improvements increased net promoter score (NPS) by 30 points

### PIVOTAL SOFTWARE

San Francisco, CA

*Senior Product Manager*

Aug 2019 – Jan 2020

- Created a technical product deck that was presented alongside enterprise sales VPs to prospective customers in Asia, demonstrating thought leadership in the cloud computing space and establishing the Pivotal Software brand in the region
- Analyzed insights collected from a cohort of enterprise customers to identify and address complex product compatibility issues, which minimized customer churn by 50%

*Product Manager*

Oct 2017 – Aug 2019

- Led a team of 12 engineers and designers through an ambitious product roadmap to achieve feature parity with top competitors, successfully launching high impact features every quarter and increasing ARR from \$600k to \$10M in 2 years
- Advocated to Product VPs for more investment in the development team to match spike in customer demand due to increased marketing spend; 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/](https://judywang.me/s1p-keynote/)")

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

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

*Interests:* Singing/songwriting, hiking, cello