

ASSOCIATE PRODUCT MANAGER

Work Experience

05/2015 to Current

ASSOCIATE PRODUCT MANAGER Thermo Fisher Scientific Inc. 1/4 South San Francisco , CA

- Awarded BlueWave's only annual award - "The Transformer Award", which is given to the employee that has implemented profound and radical change across the organization and has helped revolutionize BlueWave to achieve drastic improvements in its effectiveness.
- Developed and designed BlueWave's cloud-based Solar Management Platform (SMP), driving customer acquisition, support, service and analytics for both the Community Solar and Solar Loan products.
- The platform has handled over \$14M of loans and 19+ mW of Community.
- The SMP is used as both a CRM and ERP solution across five offices, three countries and fifty employees.
- The platform is currently under patent review and has effectively become a product line in itself as BlueWave ventures to sell the SMP as a service to other businesses in need with expected first year recurring revenues to be upwards of \$100k.
- Authored over 100+ APEX Classes, Triggers, and Lightning Components used by BlueWave's SMP to automate and enhance business processes.
- Consistently provided platform demonstrations to potential clientele and corporate investors - resulting in a capital raise of \$100M used for the development of solar assets across MA and a channel partner base of over 40 partners.
- Joined the company as BlueWave Finance Group's third employee, a team now larger than fifty percent of BlueWave's employee base.
- Assumed many roles throughout business operations as the organization grew.
- Proved to be a versatile player able to take on any role.
- Provided market analysis and technical support in the preliminary launch of BlueWave's Community Solar and Solar Loan products, as well as four separate market launches afterwards.
- Reviewed and engineered a variety of financial models used for product design, project finance and corporate finance.
- Effectively communicated BlueWave's technical needs to senior management in order to achieve platform improvement goals.
- Aided in the execution of multiple long-term sales and services agreements with both local and national sales partners to drive BFG's 3-year strategic sales and servicing plan.
- Engaged closely with a strategic marketing consultancy to form methods of consumer targeting and brand strategy.

04/2015

Community Solar Servicing Platform - Lead Architect and Developer Advant Optical 1/4 Dallas , TX

- Engineered BlueWave's servicing platform as a key branch of the Solar Management Platform (SMP).
- Designed the architecture needed to sync with the company's accounting system and process an anticipated \$5M of Community Solar payments in its first two years.
- Also developed BlueWave's customer and partner portals using client/server side Lightning components, JavaScript and APEX.
- The portals manage customer acquisition, handle payment processing, expose unique data points and drive an enhanced user experience.
- The platform not only helped BlueWave gain its partner's share of wallet and increase its customer's attention, but also saved the company \$150,000 in its first year alone.

07/2014

INTERN Advant Optical 1/4 Atlanta , GA

- Specialized in Mergers and Acquisitions in the Entertainment and Digital Media industries.
- Assisted in the valuation process through various methods of value modeling (DCF, Precedent Transactions).
- Developed industry outlooks summarizing potential target customers and overall industry positioning.
- Aided in business development by creating profitability reports on start-ups in need of capital financing.
- Designed Shot Tower's Microsoft Access Database, allowing management to make data-driven decisions faster than they could before.

INTERN TREASURER SERVICES

- Conducted account, market, and economic research to ensure the validity of proposed disclosure.
- Researched macro trends to gauge potential impact on specific fund performance.
- Collaborated with senior level leadership and reviewed mutual funds' and ETF annual and semi-annual reporting.
- Identified several errors in draft statements prior to SEC submission, and thereby reduced client's risk exposure.
- Salesforce, APEX, Java, SOQL, Lightning, CSS, JavaScript, Access, Agile, Excel, Sublime Text, Financial Modeling, FormAssembly, DocuSign.

Education and Training

May 2015

Bachelor of Business Administration : Finance Information Systems LOYOLA UNIVERSITY MARYLAND 1/4 City , State Finance Information Systems 3.7 3.5 Selected manager for Loyola's Student Managed Seller Applied Portfolio (SAP).

August 2016

DUKE UNIVERSITY , COURSERA Business Metrics for Data-Driven Companies

Fall 2013

MONASH UNIVERSITY 1/4 City AUSTRALIA

Interests

Reading (Biographies and Innovation), Golf, Travel, Photography & Film, Technology, Football (Patriots), SCUBA, Fantasy Football, Craft Beer

Skills

accounting system, Agile, automate, brand strategy, business development, business operations, business processes, client/server, corporate finance, CRM, CSS, clientele, client, Database, driving, ERP, senior management, Finance, financing, financial, Financial Modeling, funds, Java, JavaScript, leadership, MA, market analysis, market, Mergers and Acquisitions, Access, Microsoft Access, Excel, modeling, payment processing, positioning, product design, reporting, research, sales, SAP, SMP, strategic, strategic marketing, technical support, Transformer, unique, valuation