MICHAEL YOUNISS

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PRODUCT PHILOSOPHY

The most successful products are designed from the customer perspective and seamlessly integrate business and technology.

EDUCATION

University of Pennsylvania *B.A. in Logic, Information, and Computation* — *May 2017*

Minors: Mathematics, Computer Science
Research Experience: Bitcoin Paper – Reported on the mathematics underlying Bitcoin's distributed ledger
Programming Languages: JavaScript, HTML, CSS, Python, SQL, Java, OCaml, Swift, Objective-C, C

GMAT 760 — *April 2021*

WORK EXPERIENCE

Salsify — May 2020 - Present
Manager, Product Management

- **Generated Wins for Customers**: Lead development of scripts to convert customers from legacy data models to revamped data models with access to full feature set, unlocking upsell opportunities for GTM
- Converted one of the organization's largest customer with negligible downtime and zero errors
- **Fast Results**: In my first 90 days, delivered a new data visualization to help customers navigate nutritional data

Capital One — August 2017 - May 2020
Manager, Product Management – Acquisitions Modernization Program

- **Top Performing Analyst in Class**: Promoted twice in two years – Analyst to Sr. Analyst and Sr. Analyst to Manager
- Chosen to mentor analysts transitioning to the product management job family
- **Outsized Business Impact**: Lead critical development efforts to scale new credit card application processor, which is projected to add $500M+ in value
- Lead innovation team building a UI to enable analysts to make customer facing changes in 20 fewer days
- **Product Innovator and Leader**: First analyst in organization to transition to a Product Management role
- **Generated Wins for Customers**: Conducted empathy interviews with analysts leading to a solution that saved them days of back and forth with developers each month
- Interviewed developers to uncover a solution to an issue consuming 2+ hours of their daily routine
- **Strong Technical Skillset**: Developed monitoring scripts in Python that caught a customer facing bug within 1 hour of release and mitigated customer impact
- Built a script to update database records in 5 minutes, previous process took developers 2 hours per week
- **Influenced Executives**: Developed business case for an innovation team, presented to VPs and received buy in to lead a development team and build the product
- Built web traffic monitoring dashboards helping VPs easily see, and react to, trends in daily web traffic

LEADERSHIP

AMP Charity Lead *Capital One* — February 2018 - May 2021

- Organized 2 events where 70+ co-workers volunteered a day of their time and raised over $2,500 for charity

President *Sigma Alpha Epsilon* — Spring 2016

- Organized and ran weekly meetings for 80+ members, reported to UPenn administrators, raised $1,000+ for charity

INTERESTS AND HOBBIES

Running marathons, playing chess, making pasta from scratch, playing drums, wheel throwing ceramics, Green Bay Packers, Boston Red Sox, The Office, cryptocurrency market, 3D printing, SVPG, Hacker News