Myles Linder

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myleslinder.com

WORK EXPERIENCE

Emergence Labs

Co-Founder & Lead Developer   *October 2018 - April 2021*
- Lead developer and project manager consistently delivering projects ahead of schedule and under budget.
- Architect of lead routing solution reducing lead to call by 3 hours and increasing revenue per lead.
- Conceived of, and developed a chat-based support product generating $50k+ ARR with a 95% retention rate.
- Led software development line of business from inception to $40k monthly run-rate in under 3 months.

BrainStation

Senior Manager, Digital Products & Strategy   *May 2018 - October 2018*
- Led a product marketing website overhaul resulting in a 25% increase in visitor to lead conversion and a 30% increase in average pages per visit.
- Increased initial checkout session completion by 30% with an improved checkout flow.
- Created and managed the Product Management Organization by defining processes and best practices leading to budget approval for 3x team growth.

Manager, Digital Products & Strategy   *January 2017 - May 2018*
- Defined and implemented the product, operations, and marketing for an online synchronous education offering that generated $1M+ annual revenue and was exhibiting >50% QoQ revenue growth.
- Reduced the median lead-to-close by over a week with the introduction of new short-form preparatory courses.
- Defined and managed the implementation of student onboarding increasing understanding of the student by 15 data points.

Konrad Group

Senior Consultant, Strategy & Technology   *February 2016 - January 2017*
- Led development projects with $1M+ budgets, managing teams of up to 10 designers and developers.
- Increased policy adherence at a 1500+ employee organization by improving the information architecture of the company intranet.
- Led prototype development for the first in-market solution of real-time collaboration amongst Financial Institutions for reducing credit card and point-of-purchase fraud.

Consultant, Strategy & Technology   *February 2015 - February 2016*
- Drove usability improvements across the product suite for a $3.5 billion construction management company by introducing and running user research and user testing sessions.
- Defined and led the implementation of the first mobile application for Canada's largest stock exchange.
- Increased RFP win rates to 90% by redesigning the internal bidding process and creating reusable templates.

EDUCATION

Ivey Business School, Western University

Honours Business Administration, Bachelor of Arts (HBA)   *September 2010 - April 2014*
- Dean's Honor List (2012)

INTERESTS

- Development - Self taught developer with experience in Javascript, Apex, Swift, HTML and CSS.
- Mental Health Advocacy - Peer Support Director of the HBAA Association at Ivey Business School.
- Design - Experienced with Figma, Sketch, and the Adobe Creative Suite.
- Adventure Travel - Summited North Africa's Mount Toubkal and Peru's Salkantay mountain.