

# Nathan Hutchison

Contact: nathanehutchison@gmail.com - (310) 245-2433 - San Francisco, CA

Websites: linkedin.com/in/nahutch - github.com/nahutch - nathanhutchison.com



## PROFILE

I am a Product Manager with a M/S in Engineering Management & B/S in Computer Science. My technical background paired with my excellent communication skills, drive to learn, & work ethic allow me to excel in product management

## WORK

### Product Manager at Sundae

May 2021 - Present

#### EXPERIENCE

- Researched, designed strategy and launched a new product line generating \$650K+ revenue in the first 3 months
- Managed sales and process operations implementing a new subscriptions service securing \$200K+ in recurring revenue
- Led weekly cadence of scrum meetings for engineering team of over a dozen individuals through two week agile sprints
- Consistently communicated key project results against KPIs to executive sponsors and department leads
- Managed a team of associate product managers to drive greater collective team objective results and develop talent
- Project manager for Salesforce process including a project to recapture lost leads, resulting in high conversion rate deals
- Consistently gathered and evaluated customer feedback to determine priority on projects and processes
- Wrote detailed user stories and refined requirements with lead engineers to execute a variety of project and standard work

### Salesforce Analyst at Varian Medical Systems

June 2019 - May 2021

- Designed, & led 5 week user acceptance testing for a 9 month, multi-million dollar project involving over 80 participants
- Acted as the lead analyst to gather requirements & design feasible solutions within Salesforce CPQ solution
- Architected marketing data pipeline to consolidate customer interaction date across info captured in 7 different systems
- Designed & implemented integration of SFDC/Marketo to securely & efficiently enhance entire customer DB
- Created scalable solutions within Community Cloud on a new product offering securing dozens of high margin contracts

### Mentor/Tutor at Breakout Mentors

June 2017 - July 2019

- Provided one-on-one mentoring & teaching of Python, C++ & Java to students aged 8-17
- Created personalized lessons to fuel each student's love to code teaching both fundamentals and more advanced concepts

### Project Engineer Intern at Joseph J Albanese

June 2017 - September 2017

- Interpreted & analyzed quantities of completed construction work to predict & prevent overruns on costs
- Developed estimates for future projects to accurately forecast costs on new contracts

## PROJECTS

### Impact of Covid on Financial Markets Web App

- Calculated Upside & Downside Beta indices to analyze volatility of industries & individual stocks due to COVID-19
- App created with Python & Streamlit alongside other libraries such as yFinance, Pandas & Numpy
- Containerized using Docker, hosted on DockerHub, & deployed on Azure App Registry

### UFC Fight Prediction Project

- Designed proprietary fight / fighter datasets using web scraped data combined with existing datasets
- Designed prediction model using Pandas, Numpy, Psycopg2, SQLAlchemy & Sci-kit Learn for fight winner & win method
- Implemented a PostgreSQL database hosted on Azure Cloud to efficiently query information using PostgreSQL

## EDUCATION

### Masters of Science, Engineering Management

2018-2019

- Santa Clara University, GPA 3.84

### Bachelor of Science, Computer Science (Emphasis in Algorithms & Complexity)

2014-2018

- Santa Clara University, GPA 3.69, Cum Laude

## SKILLS

Product Management, Data Analysis, Jira, Clickup, Salesforce Administration, Excel, Python, SQL, Microsoft Azure, Marketo, Docker, Pandas, Git

## INTERESTS

- I love outdoor & actions sports such as surfing, skiing, volleyball, tennis, & hiking
- Traveling is what I live for I love to take my love for action sports around the world on surf/ski trips
- Avid audiobook listener. Favorite recent book: The Undoing Project by Michael Lewis

