Yavor Popov

A product person and critical thinker

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('19 - now) Product Manager, Ocado Technology

Hey there! I work at Ocado Technology's In-store Fulfillment department. The product suite that we build allows global supermarkets such as Kroger, US , Morrisons, UK and others to increase their online sales by fulfilling orders through their existing network of stores.

Here are a few **highlights of my work** at the department:

- **managed all product development for 8 months** (picking app, store management platform, picking optimisations, picking simulation)
- during that time, our quick product response to the pandemic allowed a **660% growth in the number of stores**, which **increased orders by 440%**
- **lead the product design of a new warehouse management system** that upgrades our existing offering
- **built our 2-year roadmap** in collaboration with a wide range of internal and external stakeholders
- **defined our benchmarking methodology** that allows us to **objectively** compare the operations of different retailers based all around the world
- at present I **work with a team of data scientists, backend engineers and analysts. Our goal is to increase picking productivity** by improving the planning and execution of order fulfilment operations

('17 - '19) Product Owner, IGS

Prior to joining Ocado I worked at IG Soft, where…

For a period of close to a year I:
- managed **~80% of all new product development**
- **worked directly with ~50% of the developers**
During my time at IGS I've managed to:
- in collaboration with the BI team **correctly predict the next game that a poker player will play 87% of the time**
- introduce **the practice of:**
— **doing user interviews and user tests**
— **testing assumptions with interactive prototypes**
— **using use cases and flow charts** when introducing new functionality
- create a **plan for the gradual transition from three legacy back office systems to a single one that automates the most critical operator functions**

Previous

Co-founder at hacker.works - digital product dev studio *(Jan '16 - Aug '17)*
- Product Owner - new product dev and business model consulting
- Introduced User Testing as part of the product development process
- Extended our subcontractor network
- Created the Agile legal framework for providing the company services
- Arranged a 100K loan to kick-off the business

Account Manager at Obecto - digital product dev studio *(Aug '14 - Nov '15)*
- Certified Scrum Product Owner
- Managed all the operations of the company for 4+ months
- Increased service fees by 25% in 3m

Customer Care BG - Business Development Executive
- Lead business development for the call centre
- Managed automated marketing

Michigan State University, MI, USA - Finance and Sales Mngmt
- Managed the operations & fundraising for the Formula Racing team
- Managed a portfolio of stocks worth $138K at the MSU Investment Fund

Sales Manager at Telus International Contact Center
- Managed, recruited and coached a team of 35 multilingual sales agents, operating on 6 European markets
- Won the highest paying customer at the time by coaching the sales team on their way of achieving 115% of the sales target in one month (having started from 5%)

Read more about my approach:

https://yavor.work/

Let's talk!