

## + summary

Co-founder and Product Lead of high growth B2B SaaS start-up for retail, leading product development and delivery of customer-focused, innovative, revenue generating products to meet emerging market needs..

## + areas of specialty

- Strategic product development, planning and deployment
- Research and data analysis
- Customer interaction to ensure delivery and commercial product/market fit

## + achievements

- Co-founder of Clear Returns, leading product development from concept to live implementation with income-generating international customers. In 2016, successfully transitioned technical management of company to new, non-founder CTO. Convened international advisory panel. Delivered Partner Channel Strategy
- Product Manager for a portfolio of high-value stock exchange data products and co-developed crisis management plans.
- Saltire Fellow and alumni of Babson College (the top-rated US Business School for Entrepreneurship)
- Co-founder of data analytics consultancy, the first in the UK to deliver Google Analytics accredited training
- Active member of Scotland's tech community, serving on the Education Board of DataLab Scotland and finalist judge for the Higgs EDGE award

## + education

- Babson College, Wellesley, MA.
- Queen Mary and Westfield College, London
- University College, London
- Freie Universität, Berlin

## + skills

- Strong communicator and strategic problem solver across company functions and externally
- Able to clearly prioritize and synthesize complex ideas and conflicting demands on resources
- Ability to detect risks & opportunities to maximize commercial benefits of contracts & deals
- Focused on personal growth to increase beneficial influence on team and company development

## + career

- **Clear Returns**  
Chief Product Officer (2013-present)
- **Highland Business Research**  
Co-founder (2003 - 2013)
- **London Stock Exchange**  
Product Manager (1998 - 2002)

## + voluntary

- Data Lab Scotland Education Board
- Higgs EDGE Finalist Judge (2016)
- Chair of Institute of Directors (Highlands and Islands, 2013)