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Professional Summary

Seasoned product management professional with 12 years of experience leading cross-functional teams to drive innovative solutions in SaaS, e-commerce, and B2B tech industries. Adept at product roadmapping, backlog prioritization, competitive analysis, and stakeholder alignment. Proven track record of launching AI-driven platforms, increasing market share, and driving data-driven decision-making.

Work Experience

Senior Product Manager

Salesforce – San Francisco, CA, USA
Apr 2019 – Present

- Spearheaded the end-to-end launch of an AI-driven customer insights platform, achieving a 30% increase in adoption across enterprise clients.
- Collaborated with engineering and design teams to reduce feature release cycles by 25% through agile processes.
- Defined KPIs and analytics dashboards, empowering teams to make data-driven decisions.

Product Manager

Amazon – New York, NY, USA
Aug 2015 – Mar 2019

- Led a product pivot strategy that increased market share in the e-commerce space by 15%.
- Conducted market research and competitive analysis to identify opportunities for product differentiation.
- Partnered with marketing teams to drive successful GTM (Go-to-Market) strategies, exceeding revenue targets by 18%.

Associate Product Manager

Microsoft – Austin, TX, USA
June 2012 – July 2015

- Launched a workflow automation tool that saved enterprise clients an average of 40 hours per month.
 - Analyzed user behavior to prioritize features, increasing NPS (Net Promoter Score) by 12 points.
 - Assisted in building the company's first roadmap to align business goals with customer needs.
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Skills

- Roadmapping & Backlog Prioritization
 - Competitive Analysis & Stakeholder Alignment
 - JIRA & Confluence
 - SQL & APIs
 - Tableau & Google Analytics
 - Team Leadership & Cross-functional Collaboration
 - Conflict Resolution
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Education

PhD in Computer Science
Stanford University

BS in Computer Engineering
University of Michigan

Certifications

- Pragmatic Product Management Certification
 - Agile Product Ownership Certificate
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Industries

- SaaS
 - E-commerce
 - B2B Tech
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Relevant Job Titles

- Director of Product Management
- Head of Product
- VP of Product
- Senior Product Manager
- Product Strategy Lead
- Chief Product Officer
- Product Development Director
- Product Innovation Manager