

# Jesse Clark

Software Product Leader

Richmond, VA

 thedoorman

 jesseclark2

[jesseclark.io](http://jesseclark.io)

Passionate, software product leader who relies on strong foundations in lean product management, engineering, and design thinking to take customer-centric consumer experiences from zero to one.

## Recent Experience



Lead Product Manager, Search & Trade  
GameStop

09/21-01/23

Launched an in-house search platform for the web and mobile applications to serve hundreds of thousands of customers and generate millions in revenue each month. Led the search results page rebuild and increased customer clicks by 5%, maintained conversion rates and grew the daily average of store pick-up orders.

*\*Promoted in-role from Senior Product Manager October 2022*



Senior Manager, Product, Identity Platform  
Capital One

01/20-09/21

Led a product team to shape, evangelize & deliver on our Identity platform transformation strategy. We streamlined how business partners onboard to configure and deploy their integrations with our consumer identity services. This entailed the design and delivery of a developer portal, self-service configurator, and the establishment of our platform



Senior Manager, Product, Enterprise Architecture  
Capital One

03/18-01/20

Championed product management for our enterprise search platform, architecture tools, and co-led our internal code re-use community. My focus was to advance a culture of designing, and engineering as one team through improved software discovery shared architectural patterns, and a simplified technology landscape.



Director, Software Engineering, GhostRed  
GE Digital

07/16-01/18

Conducted market research, defined product & execution strategy, and raised funding to form mission-based software organization to connect smart-creatives with world-changing careers. Our \$1MM organization designed and delivered 20 technology competitions in 12 months and hired 8 full-time employees.

[View more on LinkedIn](#)

## Achievements

2019-Present | Chair Deep Run High School CIT Board

2015 | 2x [RVATech Award](#) Winner

2012-2016 | GE Volunteer site lead

2015-2019 | 3x Richmond Marathon Finisher

## Education

B.S CompSci,

UMass Amherst

Masters, Business,

UNC Chapel Hill

## Skills

Lean Product  
Management

Design Thinking

User Research

Agile Software  
Development

People Leadership

Business Case  
Development

Objectives and Key  
Results

Google Analytics

Solution  
Architecture

HTML/CSS/JS

Python/Ruby

Java/C/C++