

# First Last

Product Manager

## WORK EXPERIENCE

**Resume Worded**, London, United Kingdom

*Education technology startup with 50+ employees and \$100m+ annual revenue*

**Product Manager** 08/2021 – Present

- Delivered new features for a flagship software suite that boosted yearly recurring revenue by \$5M YoY.
- Supervised sales, marketing, and 10+ other cross-functional teams to develop strategies that improved retention rates by 71%.
- Overhauled the company's Standard Operating Procedure (SOP), which improved product quality and reduced 30% of overhead costs.
- Spearheaded effective branding campaigns that helped RW acquire 40+ Fortune 500 clients in the first year of employment.

**Polyhire**, London, United Kingdom

*NYSE-listed recruitment and employer branding company*

**IT Business Analyst** 10/2019 – 07/2021

- Collaborated with a 30-person group to develop and implement a global enterprise solution for a Fortune 500 company.
- Deployed products from 40+ team members for use in the company's line-of-business applications.
- Analyzed 20+ vital business applications to manage overhead expenses, operating efficiencies, and capital allocation in the first 13 weeks of employment.
- Provided proof of concept by researching about 10+ applications, enabling Polyhire to meet federal statutes for business compliance.

**Growthsi**, London, United Kingdom & Barcelona, Spain

*Career training and membership SaaS with 150,000 users*

**Product Owner** 11/2018 – 09/2019

- Developed new products from concept to launch and managed 200+ external vendors for design and expansion.
- Brainstormed with engineering, marketing, and 10+ other units, ensuring clear communication about project goals.
- Prioritized features based on value to the customer vs. effort required to build them by designing user stories regarding business requirements in partnership with 150+ stakeholders.
- Collaborated with the development team to design a roadmap for new products that increased quarterly sales by 86%.

## PREVIOUS EXPERIENCE

**Co-Founder**, ABC Company, London, UK

06/2017 – 10/2018

**Associate Product Manager**, XYZ Company, New York, USA

01/2016 – 05/2017

**Product Specialist (Internship)**, ABC, New York, USA

07/2014 – 12/2015

## CONTACT

- Lancashire, United Kingdom
- +44 1234567890
- first.last@gmail.com

## SKILLS

*Hard Skills:*

- Product Marketing
- Business Analysis
- Strategic Planning
- Business Development
- Sales Management
- Product Lifecycle Planning

*Techniques:*

- Go-to-market Strategy
- Requirements Analysis
- Cross-functional Team Leadership

*Tools and Software:*

- Jira
- Pendo
- Rubicon
- Google Analytics

*Languages:*

- English (Native)
- Romanian (Native)
- Spanish (Conversational)

## EDUCATION

**University of New York**

Bachelor of Science  
Business Administration  
New York City, New York  
10/2011 - 06/2014

## OTHER

- Certified Product Manager
- Agile Certified Practitioner