

Mariia Riabushenko

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WORK EXPERIENCE

Otolane

Product Manager

Mississauga, ON

Sep 2023 - Present

- **Researching and introducing Computer Vision object detection of odometer readings and data entry validation**, cutting open arbitrations for odometer discrepancy from 15 % to 0 % and eliminating the associated loss costs.
- Contributing to product strategy by defining and prioritizing the **product roadmap**, leveraging customer feedback, market insights, and business strategy within an **automotive B2B SaaS marketplace**, resulting in sales volume growth by 50%.
- **Leading the discovery and integration with an AI-powered vehicle damage recognition tool**, streamlining the inspection process, reducing manual errors, and accelerating time-to-market for car listings by automating visual assessments.
- Leading strategic initiatives, optimizing business operations through seamless integrations of Salesforce CRM with third-party APIs. Achieved enhanced data flow, streamlined processes, and improved customer engagement.
- Utilizing Figma to redesign systems by linking prototypes and coordinating HTML/CSS code adjustments, enhancing collaboration between design and development teams.

TRADE X

Product Owner

Mississauga, ON

Oct 2022 - Aug 2023

- Analyzed **data consistency metrics** pre- and post-migration, resulting in a reduction of data discrepancies by 80%, ultimately improving reporting accuracy and facilitating better decision-making processes for stakeholders.
- Orchestrated bi-weekly stakeholder workshops that facilitated prioritization discussions for an **agile team of 10 members**, enhancing alignment with business objectives for a **B2B automotive marketplace CRM** and driving a successful completion rate of project milestones at 98%.
- Designed **dashboards and reports** to support data-driven decision-making for accounting, sales, and logistics teams, helping establish KPIs for sales and track sales conversion rates.
- Organized **user acceptance testing (UAT)**, reducing reported production bugs by 30% and co-presented sprint demos to showcase deliverables and update stakeholders on upcoming plans.
- Acted as Scrum Master and Product Owner in fast-paced sprints, managing backlogs, facilitating planning and retrospectives, and ensuring timely delivery.

Intelloom

System Analyst

Gatineau, QC

Jun 2022 - Sep 2022

- Gathered and **analyzed business requirements** to automate and optimize process management for a workflow-based **RPA** platform, helping **small businesses** automate and streamline their processes, resulting in a 40% reduction in process execution time.
- Engineered comprehensive **data flow diagrams for B2B SaaS project management tool** that visually mapped critical processes, leading to a 30% reduction in onboarding time for new team members and enhancing overall productivity metrics by 25%.
- Navigated ambiguity and shifting priorities in startup environments, quickly adapting roadmaps and team structure to meet evolving goals, boosting platform retention rate by 50%.
- Partnered with the **UI/UX team** to design user-focused interfaces that aligned with product requirements, driving a 60% increase in user retention.
- Conducted **risk assessments** to identify and mitigate potential blockers, reducing project delays and improving delivery timelines by 20%.

- Spearheaded the development of a 0-1 product for the Nordstrom **B2B** Supply Chain Management System, leading to the identification of 15 essential business requirements that enhanced operational efficiency and reduced launch time by 30% for a new Direct Delivery service across all 50 states.
- Developed business **diagrams and workflows** to visualize and support decision-making, resulting in improved delivery time, reduced costs, and increased customer satisfaction rates.
- Managed front-end ticket creation and resolved back-end issues using **SQL** databases and complex **queries**.
- Translated requirements into **epics and user stories**, ensuring clarity for developers to design the most suitable technical solutions with minimal effort.
- Prepared documentation for **project vision, risk assessment**, so that cross-functional teams could align on objectives, mitigate risks, and execute projects efficiently.

Blue Prism

Product Owner

Kharkiv, Ukraine

Aug 2017 - May 2021

- Led the redesign of a **legacy RPA system**, transitioning from a rigid **desktop** application to an intuitive **B2B SaaS web-based** platform, projected to enhance user engagement by 40% while reducing onboarding time by 30%.
- Validated **Figma** designs with the **UI/UX team** to ensure compliance with business and user requirements, aiding in the transformation of a robust desktop application into a modern web solution.
- Managed **JIRA** backlogs, created epics, and detailed user stories for both backend and frontend functionality.
- Participated in **Scrum ceremonies** so that teams could stay aligned, prioritize tasks effectively, and ensure timely delivery of project milestones.
- Delivered regular updates, demos, and product walkthroughs to C-level stakeholders, government partners, and cross-functional teams.

PORTFOLIO<https://bit.ly/riabushenko-portfolio>**EDUCATION**

Academy of the Ministry of Internal Affairs

Master of Arts

Bachelor of Arts

Kharkiv, Ukraine

Graduation Date: Jun 2013

Graduation Date: Jun 2012

University of Toronto

Agile Project Management

Toronto, Canada

Graduation Date: Dec 2024

LANGUAGE & CERTIFICATES**Languages:** English (proficient), Russian and Ukrainian (fluent), German (intermediate)**Certificates:** CSPO (Certified Scrum Product Owner), Agile Project Management**SKILLS****Hard:** Salesforce, Jira, Confluence, Lucidchart, Miro, Trello, Slack, Aha!, Zoho, Scrum, Kanban, Waterfall, BPMN, MySQL, PostgreSQL, MongoDB, REST API, SDLC, Swagger, Postman, Make, GenAI, LLM, OpenAI, Deepgram, Claude, Gemini**Soft:** Communication, analytical thinking, leadership, team management, conflict resolution.