

Yoonsie Kim

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Experience

Product Manager

Remote

[Class](#)

06/2021 – Present

Class is a global B2B EdTech startup (\$100M Series B funding led by SoftBank Vision Fund) which improves upon and demystifies the virtual learning experience

- Led team of 30 to design, develop, and ship 5 high-value features and support 3 new languages across Windows, macOS, iOS, and Android platforms
- Interviewed customers for discovery, leading to ideation, design, and implementation of a feature solving problems for customers driving \$500k in revenue
- Worked cross functionally with sales, marketing, engineering, design, QA to deliver a feature to close a market gap, increasing revenue 20%
- Defined product strategy with stakeholders from 0 to 1; define and own product roadmaps, including one for the corporate vertical comprising Fortune 500 customers
- Introduced processes and created automations that saves 15+ hours manual work a week

Senior Product Specialist

Remote

Attain (now Maximus)

09/2020 – 03/2021

Owned and led the full product lifecycle for a client new to both Agile and cloud-based software

- Successfully led team to launch first release of a case management application MVP for a \$115M project, leading to contract renewals and expansion of product suite
- Led discovery sessions; collaborated with stakeholders to define product roadmap
- Shipped features every 2 weeks with a cross-functional team of 15 architects, business analysts, UX designers, project managers, and QA
- Leveraged wireframes and proof of concepts to test hypotheses and drive priorities, leading to the launch of an internal testing tool that helped reduce bugs by 60%

Senior Product Consultant

Reston, VA

Macedon Technologies

07/2017 – 09/2020

Built B2B software products for customers in real estate, government, and technology

- Interviewed customers and launched product iteration improving a key metric by 95%
- Led cross-functional team of 20+ to launch features into production every 2 weeks
- Received annual GSA IT Award for providing effective solutions and approaching customer problems with empathy for a \$10B contract project

Web Developer

Remote

Self-employed

05/2016 – 05/2017

- Interviewed clients to discover pain points, prioritize, mockup, design, and develop

Skills

- Product strategy, roadmapping, data analysis, competitive analysis, prioritization, B2B SaaS enterprise software, experimentation, wireframing, JIRA, Confluence, Atlassian, SQL

Education

University of Rochester, B.A. Digital Media Studies-Computer Science | 3.8/4.0