Manuela Rios

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EMPLOYMENT

FiscalNote, Inc.   **Washington, D.C.**
Product Manager   September 2016 - Present
- Worked with 13 engineers across four teams to launch a complete revamp of FiscalNote's regulatory product. Increased usage of the regulatory content set by 300% and achieved sales target of 10 new clients, equivalent to $1.1MM in ARR, in the first 3 months of release. Patent pending for the analytics implemented for this project. US20170308985A1, filed October 2017.
- Owned and led the initiative to build a contact management solution for the FiscalNote platform. Grew user inputs by 20% in 2017.

Associate Product Manager   March 2016 – September 2016
- Led development and launch of a collaboration tool suite that grew ACV by 250% and enabled FiscalNote to evolve from a legislative tracker to a government relationship management platform (GRM).
- Worked with the growth and design teams to interview 40+ clients and monitor metrics via Looker to understand feature usage and inform product decisions.

Whisper   **Los Angeles, California**
Product Management Intern   Summer 2015
- Identified two causes for significant drops in retention when analyzing chat activity data; Designed an inbox management feature to sandbox the highly blocked chatters and improve the chat experience for new users.
- Designed and conducted Whisper's first iteration of usability studies with 20+ users to better inform cross-functional decision-making.

Cornell App Development Team   **Ithaca, New York**
Mobile Developer   September 2014 – December 2015
- Utilized Swift and Objective-C to develop a state-of-the-art iOS app every semester.
- Involved at every project phase with designers and developers, from concept creation to app store deployment.

Cornell University Teaching Assistant   **Ithaca, New York**
Introduction to Computing, Intermediate Web Programming, HCI Design   August 2013 – December 2015
- Supported course staff by grading exams, holding office hours, and running sections for an intro to Python course of 500 students, a web programming course of 200 students, and an HCI course of 100 students.

EDUCATION

Cornell University, College of Arts and Sciences   **Ithaca, New York**
Bachelor of Arts in Information Science – Human Computer Interaction   February 2016
- **GPA:** 3.75, Dean's List, Graduated with Distinction in all Subjects

Study Abroad, Aquincum Institute of Technology   **Budapest, Hungary**
Computer Science – Mobile Software Development – **GPA:** 4.0   Summer 2014

LEADERSHIP

Cornell University   **Ithaca, New York**
President of Alpha Epsilon Phi – Kappa Chapter   November 2014 – December 2015

PROJECTS
- **Eatery** (2015). Used Swift and Sketch to enhance the Cornell Dining experience. Available on the App Store.
- **Fyrefly** (2014). Designed the UI for an iPhone application that allows users to share a canvas in real-time. Won first place at Cornell University's BigRedHacks, Cornell's first hackathon.

LANGUAGES & TECHNOLOGIES
Key Technologies: Python, Java, HTML, CSS, JS, Redshift, Swift, Sketch, Looker, Segment