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.
- Analytics implemented for regulatory project are patent pending. Systems and Methods for Correlating Comments and Sentiment to Policy Document Sub-Sections. 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 relationships management platform.
- 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
- Dedicated 25 hours a week to overseeing 13 officers and 186 members in philanthropic and disciplinary events.

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