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Professional Objective: Senior Product Management Executive

Preferred Roles: CPO, SVP of Product (small to middle market company) VP or Sr. Director of Product (large global company)

Positioning Statement:

I am an award-winning product management leader who excels at growing profitable revenue through the use of common-sense leadership, through both direct and indirect reporting channels, upleveling the product management discipline across the organization, and putting customers at the center of everything we do. As a senior product leader, my focus is on developing and maintaining a 36-month product vision and execution strategy that supports the financial, strategic, and development goals of the organization.

- Building great products is one passion of mine, but the commercialization aspect of bringing them to market and having full P&L responsibilities is what gets me out of bed in the morning.
- Experience in creating new teams and supporting processes from scratch as well as taking on existing teams and mentoring them to their potential.
- Ensuring my teams and I hold ourselves to a strong ‘voice of the customer’ operating model where customer data, not opinion, is used in every day conversations about strategy, execution choices, roadmaps, and daily decisions about what to and NOT to work on.
- I have managed teams as small as 2 in a startup environment and as large as 200 in large global organizations up to \$6b in annual revenue.

Competencies Include:

Strategic Planning, Tactical Execution, & Results	Product Leadership	Customer-Centric Operations	Process Design & Implementation	Team Leadership & Development
<ul style="list-style-type: none"> • Expertise translating big picture to specific business strategies, actions, & results • Providing fact-based insights to drive key decisions & directions • Obtaining key stakeholder ownership & accountability for results • Establishing operating and performance processes & metrics for tracking progress against business cases & plans 	<ul style="list-style-type: none"> • Extensive expertise in the product management discipline that can be called upon in any industry to lead & mentor product teams • General manager experience which is used to guide all aspects of a business from product ideation, through GTM planning to delivery enabling profitable revenue growth • Proven track record of creating & delivering on customer-informed strategic 36-month product roadmaps 	<ul style="list-style-type: none"> • Require my teams and myself to let every discussion be led by customer data and not personal opinion • It is the job of every product manager to be voice of the customer in all internal discussions across the organization • My teams and I are required to visit at least 10 customers per quarter to gather data on pervasive customer pains and to integrate findings into an ever-evolving 12-24 month product roadmap 	<ul style="list-style-type: none"> • Extensive experience in both creating new processes and modify/retiring existing processes required to enable the business to run efficiently • Ex: Have implemented an org wide, stage gate process enabling informed executive decision making for investment in new processes, products, and internal systems ensuring visibility of all ideas and that they are put through the same process 	<ul style="list-style-type: none"> • Team player with a noted can-do attitude partnering well with business leaders, and cross-functional groups • Building and developing high-performing global teams in matrixed, remote, and on-site environments • Provide mentoring to my team members, and those who wish to grow into the product management discipline • See my sole responsibility to be to enable my team to be visible and successful

Target Market Characteristics:

Geographic Location: Metro Atlanta Area (1st Choice) Silicon Valley (2nd Choice) Remote (3rd Choice)

Desired Industries: Independent Software Vendors, Airline, Telecommunications, Tech-Enabled Services Startups

Target List:

Top 3	ISVs	Telecommunications	Service Providers	Transportation & Travel
<ul style="list-style-type: none">• Delta• Salesforce• LexisNexis Risk Solutions	<ul style="list-style-type: none">• Intuit• VMWare• Microsoft• Adobe• Amazon• Google• Citrix• DocuSign	<ul style="list-style-type: none">• Cisco• Mitel• Avaya• Verizon Wireless• AT&T• Sprint	<ul style="list-style-type: none">• Globant• EPAM• UST Global• Virtusa• HCL technologies• Cognizant• Capgemini• Gartner• Deloitte• Infosys• TATA Consulting Services	<ul style="list-style-type: none">• Union Pacific• Norfolk Southern• BNSF• CSX• United• Delta• Marriott• Hilton