**FIRST LAST NAME**

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[www.linkedin.com/in/name](http://www.linkedin.com/in/name)

**Product Management 🞍 Healthcare 🞍 Innovation & AI**

**Product Management Senior Leader** with a proven record of increasing revenue, managing successful teams, and launching and ensuring the success of innovative products. A results-oriented, decisive leader with proven success in establishing a lasting presence in new markets, identifying growth opportunities, and initiating strong business alliances. Thrive in dynamically changing environments requiring focused decision-making. ***MBA degree.*** Expertise includes:

* Strategic Planning and Execution
* Inbound and Outbound Product Management
* Product Development
* Agile Software Development
* Go-To-Market Strategy
* Building and Leading Teams
* Thought-Leader, Influencer, and Cross-Functional Team Management
* Brand Positioning Strategies
* ML/AI Technology

**PROFESSIONAL EXPERIENCE**

**COMPANY, INC,** City, ST **Year – Present**

*Company is the category creator and leader of intelligent engagement in the global life sciences industry.*

***Director of Product Management***

* Oversaw a xx#-associate global product team, including product managers, design, and UX researchers. Drove internal team engagement results and empowered the product team to become leaders and go-to experts of their respective product teams.
* Delivered a new Launchpad product that drove sales to new customers that had stalled in the sales pipeline for more than a year.
* Aligned key stakeholders and the executive team around a new product strategy and roadmap across critical areas of responsibility relating to our Platform, Security, Mobile application, AI/ML module teams, and core product offerings.

**ABC CONSULTING GROUP**, City, ST **Year - Year**

*ABC is a biotech consulting group with expertise in the life sciences industry.*

***Director of Product Management***

* Led PEO business, created the first ever organization product strategy and roadmap.
* Delivered first product integrations, brought on new partners to the organization, integrated outside vendors, and worked on creating a new larger organization-wide integration API platform.
* Aligned fast-growing PEO organization to become more product-focused, collaborating with Legal, Product Marketing, Project Management, HR business users, Product Designers, and geographically disbursed Engineering teams throughout the development and launch of cloud-based solutions.

**COMPANY**, City, ST **Year - Year**

*Company administers payroll and health benefits and advises clients on employment law compliance and risk reduction.*

***Senior Manager, Product Management***

* Accountable for leading HR cloud application products. Successfully rolled out the first new product, Time and Attendance Management, for TriNet in over 20 years. Responsible for P&L, new product development, defining business models, pricing, roadmap execution, entire product life cycle, and guiding product marketing strategies.
* Created a new operational team and sales support for product lines, increasing customer satisfaction scores and resulting in the highest utilization rate for the product suite.
* Lead a redesign across the entire organization on how products are delivered to the market. This led to increased product sales, faster sales cycles, and improved operational efficiency.

**HEALTHCARE CO.**, City, ST **Year - Year**

*Healthcare Co. is a cloud-based suite specifically designed for the healthcare sector. [NASDAQ: HCCO]*

***Manager, Product Management***

* Managed the Talent Management product suite roadmap, new product development, pricing, and collaborating around marketing and sales strategy. Led a relaunch of an existing nurse competency product which resulted in a growth of new sales over 100% in the first year, 135% in the second year.
* Released over 200 product enhancements, driving a product utilization rate increase of 200% - the highest ever utilization rate for the product suite. Additionally, eased product pain points to improve the customer experience with the platform.
* Lead a complete User Experience/Interface refresh of the product platform. Supported a cross-functional and self-led technology team as the Product Owner, using the SCRUM Agile method.
* Conducted over 150 internal and external training sessions, refreshed help documentation, created product use videos, resulting in a 30% decrease in customer calls and increasing first call resolution. opportunities.

**EDUCATION**

MBA, **Vanderbilt University Owen Graduate School of Management**

Concentrations: Corporate Strategy and Human and Organizational Performance

BA, **University of California, Santa Barbara**

Double Major: Psychology and Law and Society