



AVA DAVIS

Group Product Manager

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PROFESSIONAL SUMMARY

Visionary Group Product Manager with 7 years of experience in spearheading product strategies and enhancing market presence. Expert in leading diverse teams to deliver innovative solutions that meet customer needs and drive business growth. Committed to leveraging data-driven insights to refine product offerings and maximize impact in competitive landscapes.

WORK EXPERIENCE

Group Product Manager 📅 Feb / 2020-Ongoing
Quantum Solutions LLC 📍 Phoenix, AZ

- 1. Shaped a comprehensive 3-year product vision through customer-driven innovation, impacting over 1 million payroll customers and 7,000 agents.
- 2. Enhanced customer retention and net promoter scores by strategically designing and executing agent-facing support experiences.
- 3. Established best practices that were adopted across four sites, improving service efficiency.
- 4. Recognized as a key member of the Intuit Remote Leadership Council, representing the top 1% of multi-site leaders.
- 5. Boosted resolution rates from 30% to over 60% within six months through targeted innovations for small business customers.
- 6. Improved search functionality by double digits using Dynamic and Faceted Search, optimizing the user experience.
- 7. Elevated Agent Net Promoter scores for tools and processes to 53, significantly higher than peer business units.

Group Product Manager 📅 Feb / 2018-Feb / 2020
Cactus Creek Solutions 📍 Phoenix, AZ

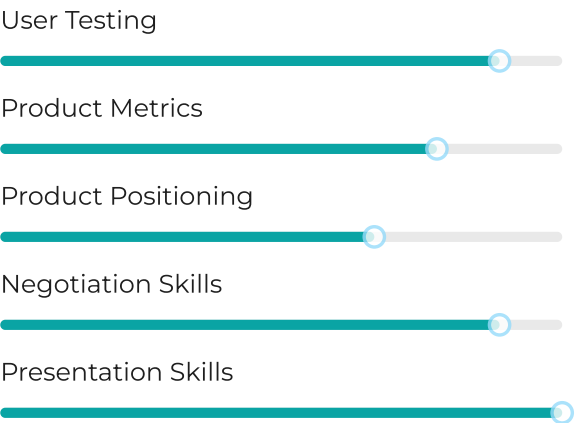
- 1. Developed and executed a comprehensive marketing plan in collaboration with a team of 11 medical representatives and 2 line managers.
- 2. Directed product initiatives and market strategies for a growing cloud PaaS and IaaS ecosystem.
- 3. Managed the identification and definition of product features across all cross-functional areas.
- 4. Balanced trade-offs effectively to maximize product impact within the marketplace.
- 5. Strategically drove \$234M in annual sales across multiple cloud products, targeting a +17% growth through 2018.
- 6. Launched innovative PaaS solutions that expanded market reach and improved customer satisfaction.

EDUCATION

Master of Business Administration 📅 Feb / 2016-Feb / 2018
Stanford University 📍 Portland, OR

Specialized in Product Management and Marketing Strategies.

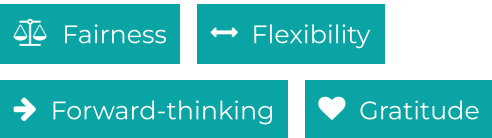
SKILLS



INTERESTS

- 🎮 Gaming
- 👜 Fashion
- 🎬 Film
- 💻 Technology

STRENGTHS



LANGUAGES



ACHIEVEMENTS

- 🌟 Led a cross-functional team to launch a cloud-based product, achieving a 25% increase in market share within the first year.
- 🌟 Implemented a customer feedback loop that improved product satisfaction scores by 40%, driving customer loyalty.
- 🌟 Streamlined product development processes, reducing time-to-market by 30% and enhancing team productivity.