ROBERT SMITH

Lead Product Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

A results-driven, entrepreneurial, awards-winning, technology, management & business leader with 20+ years launching desktop, web, mobile, and platform payments products to enterprise/consumer markets. A tenacious, business-focused leader with a unique blend of technical, management, & business wins with skills in product, program, general, engineering/technology management, and in global team-building: Global product management for PayPal Invoicing used by 2.

CORE COMPETENCIES

Product Management, Agile, Product Positioning, Market Research, Customer Relationship Management, Social Media Marketing, Digital Marketing, Start-Ups.

PROFESSIONAL EXPERIENCE

Lead Product Manager
PayPal - 2010 – 2021

Key Deliverables:
- Led PayPal Invoicing, an $8B online & mobile product line with over 2.2M business users with an 86% conversion, and 36% YoY growth.
- Led platform services for developer-friendly products & robust new integration experiences.
- Evaluated industry research, analyzed competition, formed product strategy, defined the product, secured funding, wrote requirements, drove Agile development & launch of PayPal Invoicing APIs.
- Reported to VP, merchant solutions product management.
- Led roadshows, evangelized product with regional partners, developers & merchants globally, created awareness & adoption.
- Crafted value prop., messaging, sales & mktg collaterals.
- Conceived, built, and launched Excel Invoicing and PayPal Here Invoicing for SMBs using desktop invoicing solutions to issue e-invoices and collect online, mobile, & offline payments.

Lead Product Manager
Delta Corporation - 2000 – 2002

Key Deliverables:
- Pioneered product databases and specification data sheets using a variety of software from Adobe and Microsoft, integrating and optimizing all around.
- Directed website development with product input and prioritized flow of information.
- United States Army Infantry United States Army Veteran.
- Led product management of a Social Media data visualization platform, providing realtime discovery, trends and sentiment from conversations, images .

- Used by teams at Warner Bros.
- Media Group and Ubisoft O Led market research and business development activities, drove adoption of 250 small businesses across SanFrancisco Bay .
- System collected and categorized 130MM cookies monthly.

EDUCATION

- GED