

ROBERT SMITH

Lead Product Manager

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Accomplished professional that provides solid results and incessantly over delivers, seeking a challenging position. Bringing 8 years of steadfast experience and key strengths that encompass business development, relationship and team creation.

EXPERIENCE

Lead Product Manager

ABC Corporation - 2006 - 2006

- Designed, built and managed BladeLogic Server Automation trial edition for customers in AWS.
- Developed and directed product roadmap to drive customer value, adoption, retention and overall growth by 15% YoY.
- Collaborated with engineers, architects and designers to clearly outline user stories, mockups, acceptance criteria and groom product backlog, as well as product marketing to support the creation of customer-driven messaging and content.
- Spearhead customer beta and design partner programs to develop detailed personas, use cases and functional specifications in shipping features tailored to customer needs.
- Oversaw social media content for Twitter, increasing users by 400% within a 2-year period.
- Liaised with customer in providing support for issues and product questions, providing consultation for analysts in market evaluations.
- Performed detailed evaluation of product pricing, packaging, industry innovations and technology platforms, providing review and recommendations of new product launches, as well as release-specific product requirement documents.

Lead Product Manager

Delta Corporation - 2001 - 2006

- Hoffman Estates, IL A wholly-owned \$17 billion subsidiary of SBC Communications, a publicly-traded \$47 billion per year telecommunications company.
- Lead Product Manager Managed \$220 million information services product line with full P&L responsibility.
- Launched the countrys first nationwide directory assistance (NDA) available via 4-1-1 by leading a 200-person cross-functional project team from .
- NDA generated \$50 million in revenue with 70% margin and captured a 50% market share in its first year of service from long distance carriers (area .
- Managed relationship between Continental Mixers and manufacturing

partner, Indiana Phoenix, Inc.

- Product Management and leadership for major Atari brands Create PRDs and drive implementation of new features and content Generate MRDs, manage and .
- Implemented several components to an education platform with a streamlined user experience with comprehensive and necessary features that enabled .

EDUCATION

- BA

SKILLS

Scaled Agile Framework, ATDD, Gerkins, User Stories, Product Lifecycle, Portfolio Management, Scrum, SDLC, Requirements Management, User Experience.