

Lead Product Manager

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Objective

Highly qualified Lead Product Manager with experience in the industry. Enjoy creative problem solving and getting exposure to multiple projects, and I would excel in the collaborative environment on which your company prides itself.

Skills

Information Technology, Product Management, Product Development, Product Operations.

Work Experience

Lead Product Manager

ABC Corporation - 2006 – 2020

- Led product planning/product management for next generation ERP/CRM/SCM suite from market requirements document to product roadmap, breakthrough scenarios, competitive analysis, go-to-market strategy and product launch.
- Communicated division strategy to several hundred ISVs, SIs and resellers worldwide.
- Completed build/buy/partner strategy development initiating, completed and/or integrated acquisitions of several \$20M-\$2B companies Initiated re-branding of several individual product lines under Microsoft Dynamics brand.
- Wrote white papers on market segmentations, product modularization and channel strategy.
- Outlined accurate document processes that encompass best practices.
- Helped convert the product to a positive ROI investment for eBay.
- Provided demo, conferences and trade shows speaking for internal and external customers
- Prototype new Route Analytic features in Java, develop Correlation algorithms for overlay to underlay networks correlation.

Lead Product Manager

Delta Corporation - 2001 – 2006

- Worked closely with CEO to define and execute product roadmap and strategy, and managed lifecycle of product development - Lead and recruited a team .
- Provide SQL Server support for billing data exchange between CenturyLink and DirecTV.
- Responsible for all business processes and procedures for DSL CPE, DSL service installation, technical support and Value Added Services.
- Provided leadership for new and innovating ideas for building a better DSL customer installation experience.
- Worked directly with the Marketing and Network groups to define new product requirements.
- Successfully moved over 460K DSL customers from an EarthLink to a new CenturyLink branded portal and email service.
- Nov 2014 - Feb 2015 Led product strategy of mobile & web auto product to responsive design multi-line platform for \$15M rev increase Defined product .

Education

MBA