

# Robert Smith

## Lead Product Manager

### **CONTACT DETAILS**

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### **SKILLS**

Product Management,  
Program Management,  
IT.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## **PERSONAL STATEMENT**

Lead Product Manager with years of experience in product management and design of Web and mobile applications, platforms, and consumer software. Able to identify new product opportunities, reinvigorate product lines, set strategy consistent with the brand promise, and champion a product internally and externally.

## **WORK EXPERIENCE**

### ***Lead Product Manager*** **ABC Corporation - May 2014 - October 2015**

#### *Responsibilities:*

- Recruited to lead the Product Management function for Health Enterprise, a next-generation Medicaid Platform Managed Health Enterprise platform roadmap and communication to customers and leadership team.
- Collaborated with business stakeholders and built a three-year roadmap by aligning the market opportunity and business goals.
- Chaired a Product Review Board (PRB), comprising of SMEs, Marketing and Business Development, for analyzing requirements and categorize them as Platform vs customer-specific requirements to bring in product discipline to the organization.
- On-boarded two leading Medicaid states in the US - California and New York to the Health Enterprise Platform.
- Developed and executed a new technology migration to HTML5/AngularJS architecture to improve usability and increase competitive advantage of the Health Enterprise platform in the marketplace.
- Developed and owned road map for Data Center Networking and Operation Assurance Tools Develop product vision, pricing model, marketing collateral and communicate it to stakeholders.
- Drive product requirements, facilitate Marketing, Design and Test issues.

### ***Lead Product Manager*** **Delta Corporation - 2013 - 2014**

#### *Responsibilities:*

- Founded 15 years ago, P.D.A.C.
- built a worldwide reputation based on hundreds of successful, unique and large scale projects.
- Led competitive analysis and strategy for wireless test equipment.
- Several sales deals worth several millions of dollars simply became possible due to my competitive strategy.
- Led the web and mobile redesign of VisitFlorida.com to begin monetizing their audience of 100,000+ visitors a month .
- Designed, developed and launch the 2nd version of VisitFlorida.com.
- Difficulty included 2 sites, one for the desktop and one specifically for Mobile and a unique set of advertising constraints and use cases.

## Education

MBA