

# **SKILLS Quality Assurance Strategies Technical Skills** Word Processing Software Development Database Management **Collaboration Tools**

# **INTERESTS**

- Surfing
- Martial Arts
- Community Service
- Blogging

# **STRENGTHS**









## **LANGUAGES**





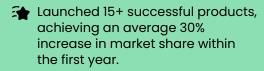


English

Russian

Spanish

# ACHIEVEMENTS



Reduced product development time by 25% through the implementation of Agile methodologies.

# WILLIAM PEREZ

### **Product Development Manager**

- www.gwikresume.com

## 🔼 PROFESSIONAL SUMMARY

Accomplished Product Development Manager with a decade of experience in spearheading product innovation and lifecycle management. Expertise in leading cross-functional teams to deliver high-impact solutions that align with business objectives. Passionate about utilizing market insights and customer feedback to drive product excellence and foster sustainable growth.

### 🔛 WORK EXPERIENCE

### Product Development Manager

# Apr / 2019-Ongoing

WidgetWorks Inc.

■ Denver, CO

- 1. Developed and validated innovative product concepts through extensive market research and customer engagement.
- 2. Led cross-divisional teams to define product requirements, business plans, and test strategies.
- 3. Enhanced the product development process using Stage-Gate and Agile methodologies to streamline operations.
- 4. Conducted market segmentation analysis, aligning products with industry standards and customer needs.
- 5. Analyzed competitive landscape to identify growth opportunities and refine product positioning.
- 6. Collaborated with the National Science Foundation to align research funding with product development initiatives.
- 7. Executed strategic competitive analyses focusing on product performance, pricing, and customer value.

### Product Development Manager

m Apr / 2015-Apr / 2019

Summit Peak Industries

**耳** Denver, CO

- 1. Oversaw the creation and execution of floral product lines for wholesale distribution, enhancing brand visibility.
- 2. Managed relationships with key clients including major grocery chains, ensuring product quality and customer satisfaction.
- 3. Sourced and negotiated contracts for packaging and product materials, optimizing cost-efficiency.
- 4. Implemented inventory management systems to reduce waste and improve supply chain efficiency.
- 5. Set pricing strategies and managed costs for new floral product lines based on market research.
- 6. Developed comprehensive product specifications for new floral arrangements and upgrades.

## 🔛 EDUCATION

### Master of Business Administration

### University of Chicago

Toronto, ON

Focused on product management, marketing strategies, and innovation.