

Robert Smith

Product Director

PERSONAL STATEMENT

As a Product Director with 4 years of experience Staying deeply connected to end customers and market, developing unique, data-driven perspectives and expertise on needs & solutions, etc.

WORK EXPERIENCE

Product Director

ABC Corporation - May 2013 - January 2016

Responsibilities:

- Created a disruptive suite of software for medical practices with consumer-facing marketing needs.
- Earned shares and every product bonus offered due to performance and essentiality.
- Managed Product, Sales, and Customer Success teams as well as independent contractors.
- Proactively identified and resolved issues that may impair the teams ability to meet strategic, product, and technical goals.
- Evolved products and services holistically in response to changes in customer needs, market transitions, and competitive threats.
- Created Whale level Rewards Kickstarter and managed Insight headset production that achieved \$1.6M in funding.
- Responsible for defining new product initiatives and identifying partnerships for the Sales & Marketing Solutions (S&MS) organization with specific.

Product Director

Delta Corporation - 2012 - 2013

Responsibilities:

- Present A division of UnitedHealth Group - healthcare software and technology services provider.
- Product Director Define and maintain product vision and roadmap for the cloud-based Quality Management (HEDIS and Stars) reporting products; Optum(TM).
- Facilitate the delivery of capabilities and functionality to support long-term strategies and facilitate growth as well as market penetration.
- Evaluate business needs, support requirements documentation, and provide a translation into technical and functional specifications.
- Managed Brand Marketing and P&L for Liquid Bandage and Cleansing (\$20MM).
- Exceeded Business Plan sales and profit targets by 210%.
- Led strategic development of Liquid Bandage multi-generational new product strategy, including product concepts and prototypes for the next generation.

CONTACT DETAILS

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SKILLS

Interpersonal Skills,
Problem Solving Skills,
Critical Thinking.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

High School Diploma