

EXPERIENCE

AMAZON – Senior Technical Product Manager Seattle, WA
Alexa Smart Home – Alexa experiences and integrations for Cameras & Safety/Security devices (06/21 – 02/23) 08/20 — 02/23

- Led product roadmap for cross-functional team (20 engineers, QA, UX Design, Business Development, Legal, and Marketing) to deliver critical features for Alexa Smart Home customers across a portfolio of products. YoY adoption: +30%; engagement: +9%.
- **Highlights:** (1) Drove alignment across 16 Alexa teams and Camera device partners (Google, Ring and Abode) to launch a developer API and corresponding computer vision smart alert experiences for 4M+ Alexa customers, meeting adoption goals 6 months ahead of schedule and beating historical retention metrics by 39%. (2) Assisted camera partner with the transition to AWS Rekognition for their computer vision services. (3) Led new safety/security device and financial services initiative estimated to drive \$1.3B in value to 3P device partners and \$300M+ in Alexa ARR. Interfaced directly with Fortune 100 stakeholders to refine product requirements, influencing 3 national clients to commit as early adopters.
- Served on hiring committee, served as defacto software development manager during personnel transition, mentored 3 PMs, and coached 4 junior employees to promotions.

Classification and Policy Platform - part of Amazon retail catalog tech infrastructure (08/20 – 06/21)

- Led roadmap for two, 8-person engineering teams increasing customer adoption by 42% and product offerings by 57%.
- **Highlights:** (1) Devised product plan and guided alignment across 8 technical teams to launch a tool that allowed non-technical users to suppress prohibited marketing contributions from 3P sellers by applying a classification and enforcement engine to the Retail data pipeline. Worked with data science and principal engineers to craft a cloud-native solution that met big data requirements while supporting ML capabilities. The launch increased Amazon shopper selection and grew revenue by an estimated \$2B+/year. (2) Enabled business clients to better address critical regulatory requirements by updating Policy Manager API and facilitating integration with technical stakeholders. Increased coverage of pesticide classifications by 20x in one-third the budgeted time. (3) Managed re-architecture of Policy Manager API and class label database leading to a 36% latency reduction.

DUSTY ROBOTICS – *bridges digital and physical worlds by printing construction drawings onto concrete* Mountain View, CA
Product Management Intern 05/19 — 08/19

- Organized and executed 50+ customer discovery interviews, to identify early adopter segments and GTM strategy. Added 10 new commercial construction company accounts to pilot pipeline and attracted industry leader to Board of Advisors in the process.
- Identified and prioritized business initiatives into a holistic product roadmap. Led creation of both internal & external KPIs.
- Implemented dashboard and Jira workflow to track progress, aligning engineering goals to business objectives.

SENSE360 – *helps the world's largest food retailers get the market intelligence they need* Culver City, CA
Data Analysis & Science Lead & Product Developer (09/17 – 05/18); Client Manager (02/17 – 09/17) 02/17 — 05/18

- Designed, built and launched core product using SQL and Python that allowed clients to understand impact of Limited Time Offers. Implemented outsourcing procedure that increased output capabilities by reducing analyst overhead by 75%.
- Designed and launched client-personalized product in collaboration with marketing that autonomously sends a weekly scorecard that shortend the insights delivery cycle by 99%, increasing sales leads by 5x and reinvigorating stalled negotiations.

WESTFIELD (CORPORATE) – *retail commercial real estate company with portfolio value of \$16B* Los Angeles, CA
Sr. Fin. Analyst (01/16 – 02/17); Fin. Analyst. (01/13 – 12/15); Cust. Rel. Specialist (7/12 – 12/12) 07/12 — 02/17

- Designed and led financial analysis on \$1.8B+ in approved flagship retail development projects, collaborating cross-functionally to construct new projects that grew the operating income by \$100M+.
- Exceeded responsibilities by redesigning base financial templates to interface with Cognos TM1 database. Lead training for national finance team of 36 people, estimated to reduce significant financial errors by 25%.
- Invented patented methodology using Python and ML to predict resource availability for retail properties (*patent #: 10,016,897*)

EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA
 Master of Business Administration – **MBA** – STEM (science, technology, engineering, and mathematics) designated 05/20

- **Honors:** James R. Swartz Entrepreneurial Fellow '18-'19, NSF I-Corps member, McGinnis Venture Competition Finalist

UNIVERSITY OF SOUTHERN CALIFORNIA (USC) Los Angeles, CA
Bachelor of Science in Music Industries - BS 05/12

- **Entrepreneurship:** Founded a cash-positive music production company organizing concerts for new artists in LA

ADDITIONAL INFORMATION

- **Programming and Analytics:** SQL, R, Javascript, Python, Git, Bash, Agile/Scrum, AWS, Tableau, IBM Cognos TM1, JSON
- **Startup Projects:**
MedCred (Product Advisor, 9/22-04/23) – advised early-stage start-up offering in-house medical financing product to surgeons. Synthesized value props into pitch deck, collaborated with legal & tech stakeholders to design and implement MVP product offering at \$40k under original bdt. Resulted in securing two early adopters estimated to generate \$16M in originated loans/year.
Certain Build (Founder-CEO, 11/18-12/19) – NSF-funded company using AI to predict construction costs at 30x the speed and similar accuracy. Led 5-person cross-functional team to perform customer discovery, create business plan, and prototype product.
Alpha State (Co-Founder-CEO, 02/18-10/18) – Behavioral data-driven mobile application to help users optimize their lives for maximum fulfillment. Headed 3-person team of engineers to architect, build, and test mobile app using Javascript.