

SENIOR PRODUCT MANAGER LEADING PRODUCT INNOVATION AND CUSTOMER EXPERIENCE

Expert at driving product launches within incubator environments and agile, global organizations. Oversaw the entire life cycle of projects from defining product roadmap and strategy to scope definition, resource allocation, program financials, change management, and value propositions. Enabled team success with innovative tools, agile methodologies, and best practices; influences executives with strategic vision and customer-centric mind set. Prioritized activities based on business goals and customer impact; highly adaptable to nimble, fast-paced work cultures. Held Top Secret Clearance.



- Gained in-depth understanding of customer needs and wants to develop product strategy and vision.
- Collaborated with product design teams to build product; solicits feedback for improvements.
- Led global, multi-site matrix teams of 10 to 150+ staff to meet goals for 2-week releases to 36-month projects. Developed innovative dashboards to monitor project health and increase visibility.

CORE COMPETENCIES

Strategic Planning | Product Vision, Development & Launch | Project Management | Change Management
Resource Allocation | Team Leadership | Key Performance Indicators | Performance Management | Problem-solving
Agile | Full Product Lifecycle Management | Sustainability | Tools & Dashboards | Communication | Budgeting
New Technology Implementation | SaaS and Cloud | System Integration | Process Improvement | Reporting

PROFESSIONAL EXPERIENCE

GENERAL ELECTRIC (GE)

SR. PRODUCT MANAGER, GE DIGITAL CLOUD SOFTWARE

2016 TO PRESENT

➤ Owned Asset Performance Management (APM) enterprise software for aviation vertical that utilized machine-learning algorithms and analytics to predict aircraft maintenance issues. Developed and executed go-to-market strategy and pricing for new APM product.

- Directly accountable for strategic planning and management of a cross-functional team handling cloud-based predictive analytics software. Developed and executed 18-month product roadmap in an agile environment.
- Drove on-time and on-scope product release for predictive analytic software; gained executive and stakeholder buy-in; gathered requirements and addressed customer pain points utilizing competitive analysis and market research.

DIRECTOR, GE AVIATION/PRODUCT LEADER, AVIONICS SOFTWARE AND HARDWARE PRODUCT MANAGER, GE AVIATION, AVIONICS SOFTWARE AND HARDWARE

2015 TO 2016

2012 TO 2015

➤ Turned-around an underperforming project and improved critical path for a \$100M US Navy Surveillance aircraft product development; condensed 2 development efforts driving a 6-month, 25% improvement to schedule.

- Oversaw key contracts, customer-facing program management, and strategic planning for commercial and military flight management hardware and software, from concepts and road maps to product development and manufacture.
- Led 5-year contract negotiation generating \$50M in product sales; requested by the President of Avionics to mitigate a contract scope dispute with Boeing, successfully avoiding litigation for \$60M liability.
- Managed cross-functional project team to reduce schedule from 24 months to 10 months; improved communication, scheduling, change management, and risk management processes.
- Built a team of 6+ direct reports (Product and Program Managers) in matrix environments to ensure deliverables.
- Drove NPI to take Touchscreen display device from concept to prototype within 3 months; exceeded deadlines.
- **Recognized with GE Aviation's "Rise to the Challenge" Leadership Award in 2014.**

PROFESSIONAL EXPERIENCE CONTINUED

ROCKWELL COLLINS

PRODUCT MANAGER, BUSINESS INCUBATOR

2008 TO 2012

➤ Defined product roadmap and led execution of \$50M investment to enhance a software defined mesh networking radio which connected Android and iOS devices and applications with airships, drones, and vehicles. Headed the business capture and project execution, funded by DARPA and US Army.

- Instrumental business leader in the new market incubator; utilized analytical and entrepreneurial skills to drive results.
- Led a high-performance, customer-facing team of 3 staff handling USSOCOM and US government advanced technology labs focused on new technology development and innovation.
- Served as consultant and trusted advisor to Special Operations customer to evaluate new prototype products.
- Developed and presented the business plan to meet USSOCOM advanced communication technology needs; resulting in a “close to customer” facility, new organization, and Cooperative Research and Development Agreement (CRADA) with the customer.

PRODUCT MANAGER, NAVIGATION SOFTWARE & HARDWARE

2003 TO 2007

➤ Launched an innovative Java software product to fuse data from IP and non-IP communications, resulting in \$100M in new business revenue and acquisition of a \$20M software company.

- Oversaw new business incubation program to tackle the up and coming Unmanned Aerial Systems (drone) market.
- Developed product vision and strategic roadmap in an unexplored territory for common mission processor to address multiple Army drones; presented business case to gain stakeholder buy-in; executed a \$4.5M prototype development.
- Led go-to-market strategy by establishing new partnerships and aligning core team with 7 companies; defined scope and delegated tasks for new product line; led teams to achieve deliverables on-scope and on-time.
- Worked closely with executive team to target market space; supported Mergers & Acquisitions (M&A) team.

HONEYWELL

SR. PRODUCT MANAGER, NAVIGATION SOFTWARE & HARDWARE

2007 TO 2008

➤ Directed strategic planning and management for for \$100M+ GPS and navigation product reaching global users.

- Owned \$20M+ of software and hardware product modifications; ensured compliance to FAA regulations were met; served as subject matter expert (SME); resolved production and supply chain issues with cost-effective solutions.

EDUCATION

(ME) Master of Engineering | Systems Engineering | Iowa State University | 3.5/4.0 GPA

(MBA) Master of Business Administration | The University of Iowa | 4.0/4.0 GPA

(BS) Bachelor of Science | Aerospace & Mechanical Engineering | West Virginia University | 3.7/4.0 GPA