

# Emily Johnson

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## SUMMARY

Dynamic Global Product Manager with over 6 years of comprehensive experience in product management, marketing, and strategic sourcing. Proven track record develops innovative product strategies and executes impactful business plans to drive revenue growth and profitability within the Fluid Handling sector. Successfully collaborates cross-functionally with teams, exhibits strong negotiation capabilities, and conducts robust market analysis that aligns products with customer needs. Years spent in high-energy environments reinforce resilience and adaptability when meeting challenges head-on. The eagerness shines through in leadership roles aimed at maximizing team collaboration and enhancing overall project success.

## EXPERIENCE

### Global Product Manager

January 2023 - Present

Tech Innovations LLC

Austin, TX

Lead development and execution of product strategies focused on Fluid Handling products, driving sustainable revenue growth globally.

- Establish and manage product portfolios that align with overarching corporate objectives.
- Collaborate closely with sales teams to generate accurate sales forecasts and launch new products effectively.
- Perform extensive market research to identify customer needs while supporting strategic business goals.
- Facilitate cross-departmental communication to ensure seamless product lifecycle management.

### Product Development Specialist

June 2020 - December 2022

Biotech Solutions Inc.

San Francisco, CA

Oversaw product development processes aimed at improving laboratory solutions and services tailored to client specifications.

- Managed the entire product lifecycle for existing offerings while identifying potential for new line introductions.
- Conducted gap analyses and competitive evaluations, shaping responses to marketplace challenges.
- Served as a key resource for training and onboarding sales staff regarding product benefits and features.
- Created impactful presentations to convey complex data insights to non-technical stakeholders.

### Marketing Coordinator

July 2018 - May 2020

GreenTech Products

Seattle, WA

Contributed to the strategic planning and execution of comprehensive marketing campaigns addressing novel product launches.

- Assisted with effective brand messaging aimed at enhancing customer engagement across multiple channels.
- Gathered quantitative and qualitative market feedback to inform product adjustments and pricing strategies.
- Collaborated actively with various teams to strengthen alignment with overarching product development goals.
- Produced project reports detailing improvements and ongoing initiatives aimed enhancing marketing effectiveness.

## LEADERSHIP & AWARDS

- Recognized during the annual company awards for exceptional product launch performance contributing to a 20% increase in sales.
- Awarded 'Above and Beyond' recognition for cross-team collaboration and outstanding project outcomes.

## EDUCATION

### Bachelor's Degree in Marketing

2018

University of Colorado GPA: 3.7

Boulder, CO

*Coursework: Consumer Behavior, Digital Marketing, Brand Management, Market Research*

## CERTIFICATIONS

- Certified Product Manager (CPM) 📅 2022
- Project Management Professional (PMP) 📅 2023

## TECHNICAL SKILLS

- **Product Management Software:** JIRA, Aha!, Trello
- **Data Analytics Tools:** Tableau, Power BI, Google Analytics
- **Collaboration Platforms:** Slack, Microsoft Teams, Asana
- **Office Productivity:** Excel, Word, PowerPoint
- **Market Research Methods:** Surveys, Focus Groups, Interviews

- **Design Software:** Adobe Creative Suite, Sketch, Figma
- **CRM Systems:** Salesforce, HubSpot, Zoho
- **Financial Analysis Tools:** QuickBooks, SAP, Oracle Financial Services
- **Social Media Tools:** Hootsuite, Buffer, Sprout Social
- **Email Marketing Platforms:** Mailchimp, Constant Contact, SendGrid

**SKILLS**

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- Product Management
- Data Analysis
- Risk Assessment
- Process Optimization
- Market Analysis
- Cross-Functional Collaboration
- Sales Forecasting
- Competitive Strategy
- Strategic Planning
- Project Coordination
- Customer Engagement
- Stakeholder Communication
- Negotiation
- Budget Management
- Team Leadership

**PROFESSIONAL AFFILIATIONS**

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- Member of the American Marketing Association, contributing industry-specific insights with a focus on product innovation.
- Active member of the Women's Leadership Council, participating in mentorship programs fostering young female leaders.

**LANGUAGES**

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- English (Native)
- Spanish (Proficient)

**ADDITIONAL INFORMATION**

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**Work Status** : Authorized to work in United States. No sponsorship required.

**REFERENCES**

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AVAILABLE ON REQUEST