

# Emily Johnson

## Global Product Manager

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### STRENGTHS

- Strategic Thinker**  
Consistently developed proactive strategies leading teams toward achieving ambitious objectives. This foresight resulted in valuable stakeholder relationships.
- Strong Negotiator**  
Effectively managed negotiations with suppliers, ensuring mutually beneficial agreements. Became a trusted partner in supplier discussions.
- Cross-Functional Collaboration**  
Fostering teamwork across departments consistently led to synergy. Team effort was acknowledged frequently during reviews.
- Data Analysis Expertise**  
Enhanced decision-making through effective data interpretation and presentations. Feedback reflected clarity and actionable insights shared confidently.
- Market Insight Generation**  
Developed keen insights into customer preferences guiding strategy formation. Generated exciting opportunities from thorough analytics observation.

### SKILLS

#### Product Management

Market Analysis Strategic Planning

Negotiation Data Analysis

#### Cross-Functional Collaboration

Project Coordination

Budget Management

Risk Assessment

Sales Forecasting

Customer Engagement

Team Leadership

### 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

Tech Innovations LLC 📅 January 2023 - Present 📍 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

Biotech Solutions Inc. 📅 June 2020 - December 2022 📍 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

GreenTech Products 📅 July 2018 - May 2020 📍 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.

Process Optimization

Competitive Strategy

Stakeholder Communication

## LANGUAGES

English Native

Spanish Proficient

## MY CAREER



● Global Product Manager at Tech Innovations LLC (3.4 Years)

● Product Development Specialist at Biotech Solutions Inc. (2.5 Years)

● Marketing Coordinator at GreenTech Products (1.8 Years)

## EDUCATION

### Bachelor's Degree in Marketing

University of Colorado 🎓 GPA: 3.7 📅 2018 📍 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

## PROFESSIONAL AFFILIATIONS

- 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.

## ADDITIONAL INFORMATION

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

## REFERENCES

AVAILABLE ON REQUEST