

# MICHAEL JOHNSON

## PRODUCT MANAGER

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### STRENGTHS

- Adaptable Team Player**  
Effectively adjust to varying demands within dynamic projects; resilience builds trust with colleagues.
- Proactive Problem Solver**  
Initiate solutions based on data analysis, creating informed product choices where others see obstacles.
- Negotiation Skills**  
Skillfully navigate discussions with suppliers, strengthening partnerships while reducing costs significantly.
- Analytical Mindset**  
Utilize financial predictions and market observations to identify growth opportunities within strict timelines.
- Strong Communicator**  
Cultivate connections across departments and keep teams engaged and informed, especially under tight deadlines.

### SKILLS

#### Product Lifecycle Management

Market Research

Financial Analysis

Vendor Negotiation

Microsoft Office Suite

Brand Management

Sales Coordination

Promotional Programs

New Product Development

Cost Reduction Strategies

Inventory Management

### SUMMARY

Experienced Product Manager dedicated to improving healthcare outcomes through innovative product strategies. Over three years managing all aspects of the product lifecycle from inception to market launch. Collaborated effectively with sales teams to enhance their proficiency in promoting health innovations. Maintained meticulous oversight on financial performance, allowing proactive adjustments that drove product success. Specialized in vendor relations, leveraging negotiations for cost-effectiveness while launching products aligned with user needs and industry trends. Passionate about bringing new solutions to market and making a meaningful impact in a fast-paced healthcare environment.

### EXPERIENCE

#### Product Manager

Health Solutions Corp 📅 January 2024 - Present 📍 Naperville, IL

Manage product lifecycle ensuring alignment with market demands and overarching company strategy. Collaborated with cross-functional teams, facilitating the successful launch of multiple health innovations.

- Led product launches by overseeing market research, pricing, and sales process.
- Trained sales representatives on product details, increasing their confidence to promote solutions.
- Analyzed financial results monthly to ensure profitability and determine improvement strategies.
- Authored marketing materials supporting the introduction of new healthcare products.

#### Associate Product Manager

Medical Innovations Ltd 📅 June 2021 - December 2023 📍 Aurora, IL

Assisted with product development cycles focusing on the competitive landscape and planning for new medical devices. Fostered effective communication between supply chain systems and client service.

- Conducted comprehensive market analysis, tailoring enhancement proposals based on findings.
- Collaborated with logistics to warrant timely delivery of products to healthcare providers.
- Supported budget forecasting efforts that met or exceeded sales objectives throughout the fiscal periods.
- Crafted training documentation aiding understanding of newly released features among stakeholders.

#### Intern

University of Illinois 📅 June 2020 - August 2020 📍 Champaign, IL

Engaged in project work focused on product marketing strategy prior to major releases, emphasizing clarity and elevation of core value propositions.

- Implemented market research initiatives that informed strategic decision-making on product features.
- Assisted in preparing presentations delivering insights to senior management to promote upcoming initiatives.
- Developed training outlines enhancing team familiarity with product updates and reiterating key advantages.
- Undertook duties to bolster stakeholder engagement during significant project phases.

### LEADERSHIP & AWARDS

- Employee of the Month at Health Solutions Corp for achieving exceptional project deliverables.

Forecasting

Cross functional Collaboration

Customer Engagement

Trend Analysis

## LANGUAGES

English Native

Spanish Intermediate

## MY CAREER



- Product Manager at Health Solutions Corp (2.3 Years)
- Associate Product Manager at Medical Innovations Ltd (2.5 Years)
- Intern at University of Illinois (2 Months)

- Recognized for outstanding teamwork and exceeding sales forecast goals at Medical Innovations Ltd.

## EDUCATION

### Bachelor's Degree in Marketing

University of Illinois 🎓 GPA: 3.5 📅 2021 📍 Champaign, IL

**Coursework:** Consumer Behavior, Marketing Strategy, Digital Marketing, Product Development

## CERTIFICATIONS

- Certified Product Manager (CPM) 📅 2022
- Microsoft Certified: Data Analyst Associate 📅 2023

## TECHNICAL SKILLS

- **Product Management Tools:** JIRA, Aha!, Trello
- **Communication Tools:** Slack, Zoom, Microsoft Teams
- **Data Analysis Tools:** Excel, Tableau, Google Analytics
- **Design Software:** Adobe Creative Suite, Canva, Figma
- **Marketing Automation:** HubSpot, Marketo, Pardot
- **CRM Systems:** Salesforce, Pipedrive, Zoho
- **Project Management Methodologies:** Agile, Scrum, Waterfall
- **Budgeting Software:** QuickBooks, FreshBooks, Xero
- **Market Research Tools:** SurveyMonkey, Qualtrics, FocusGroups
- **Presentation Software:** PowerPoint, Google Slides, Prezi

## PROFESSIONAL AFFILIATIONS

- Member of the American Marketing Association, attending industry conferences and networking events.
- Volunteer pro bono marketer for local health awareness campaigns aimed at community betterment.

## ADDITIONAL INFORMATION

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

## REFERENCES

AVAILABLE ON REQUEST