

# Michael Johnson

📞 (217) 555-0123

✉ michael.johnson@example.com

🌐 linkedin.com/in/michael-johnson

📍 1234 Elm St, Springfield, IL 62701

## SUMMARY

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Strategic and results-driven Senior Director of Product Management with over 15 years of experience in technology leadership within the retail sector. Proven expertise in transforming merchandising technologies to enhance competitive edge, optimize financial performance, and drive strategic initiatives. Adept at leading high-performing teams while ensuring alignment between products and company objectives. Passionately advocates for data-driven decision-making, collaborating closely with cross-functional partners to achieve measurable goals. Committed to mentoring colleagues and contributing to a workplace that values innovation and customer-centric solutions.

## EXPERIENCE

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### Senior Director of Product Management

January 2020 - Present

Tech Innovations LLC

*Naperville, IL*

Oversaw product management for a portfolio focused on merchandising technology. Developed strategic roadmap encompassing multiple product teams and directed them towards meeting commercial objectives. Fostered partnerships with stakeholders across departments to align decision-making processes and stimulate innovation.

- Spearheaded multi-year product strategy for merchandising technology, improving performance metrics.
- Collaborated cross-functionally to revamp inventory management practices, significantly boosting revenue.
- Mentored product managers, cultivating a culture emphasizing data analysis and customer insights.
- Drove execution of data-driven merchandising capabilities by integrating advanced analytics into operations.

### Director of Product Development

March 2015 - December 2019

Retail Solutions Group

*Aurora, IL*

Directed product development initiatives focusing on retail merchandising solutions. Engaged with senior leaders to craft market-ready strategies aligning technology progression with customer needs. Fostered key vendor relationships, ensuring integration of modern solutions into core offerings.

- Led roadmapping sessions to define retail technology vision, achieving heightened business alignment.
- Executed market analyses uncovering trends and opportunities, refining product assortment.
- Strengthened collaborations with technology partners to showcase innovative integrations.
- Enhanced overall user satisfaction through meticulous updates based on team investigations.

### Product Manager

June 2010 - February 2015

NextGen Retail Corp

*Chicago, IL*

Managed the lifecycle of new inventory management tools, directing teams through conceptualization to execution. Worked closely with marketing to establish clear product positioning and advocate continuous feedback loops to refine user experiences.

- Orchestrated the launch of inventory tools which streamlined workflows and elevated operational efficiency.
- Developed strategic collaboration protocols with marketing for successful go-to-market campaigns.
- Analyzed customer data, driving enhancements that directly influenced product adoption rates.
- Facilitated continuous improvement through regular synthesis of user feedback on existing features.

## LEADERSHIP & AWARDS

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- Leading Innovation Award from Tech Innovations LLC for outstanding contributions in product management in 2021.
- Recognition for Excellence in Leadership awarded by Retail Solutions Group in 2018.

## EDUCATION

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### Master's Degree in Business Administration

2009

University of Illinois GPA: 3.8

*Champaign, IL*

**Coursework:** *Business Strategy, Marketing Management, Financial Analysis, Organizational Behavior*

### Bachelor's Degree in Computer Science

2007

Purdue University GPA: 3.6

*West Lafayette, IN*

**Coursework:** *Software Development, Data Structures, Systems Programming, Database Management*

## CERTIFICATIONS

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- Certified Product Manager (CPM) 📅 2016
- Project Management Professional (PMP) 📅 2015

## TECHNICAL SKILLS

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- **Project Management Tools:** Trello, Asana, JIRA
- **Data Visualization Tools:** Tableau, Power BI, Google Analytics
- **Inventory Management Software:** SAP, Oracle, Microsoft Dynamics
- **Merchandising Platforms:** Shopify, Magento, Salesforce Commerce
- **Communication Tools:** Slack, Microsoft Teams, Zoom
- **Frameworks:** Agile, Scrum, Waterfall
- **Database Technologies:** MySQL, PostgreSQL, MongoDB
- **Cloud Platforms:** AWS, Azure, Google Cloud
- **Programming Languages:** Python, JavaScript, SQL
- **Analytics Tools:** R, SAS, SPSS

## SKILLS

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- Product Management
- Strategic Planning
- Team Leadership
- Data Analysis
- Vendor Management
- Agile Methodologies
- Market Research
- Users Experience Improvement
- Stakeholder Engagement
- Performance Metrics
- Process Optimization
- Budget Management
- Inventory Strategies
- Innovation Management
- Technology Roadmaps
- Cross-Departmental Collaboration

## PROFESSIONAL AFFILIATIONS

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- Active member of the Illinois Retail Technology Association, promoting best practices in retail tech innovations.
- Board member of Women in Tech Initiative, supporting diversity and inclusion in technology fields.

## 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