**NAME**

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**PRODUCT MANAGEMENT • CORPORATE STRATEGY & INNOVATION**

Accomplished **Product and Program Leader** with over ten years of cross-functional experience including product management, program management, corporate strategy, operational improvement, business development, and consulting across multiple industries. Collaborative and results-oriented people leader with strong business acumen and leadership skills. P&L experience. ***MBA degree.*** Expertise includes:

* Product/Program Management
* Vendor Negotiations
* Global Team Leadership
* Corporate Strategy
* M&A Integration
* P&L Management
* Corporate Innovation
* Talent Development

**EXPERIENCE**

**COMPANY.COM,** City, ST **2016 to Present**

*Company.com is leading technology company focused on e-commerce, digital streaming, and artificial intelligence.*

***Product Leader, Product Management, 2019 to Present***

Manage and develop a team of five product managers responsible for driving cross-category operational and content quality improvements across Company’s digital and physical books businesses.

* Lead the development of global, customer- and supplier-facing products that facilitate real-time collection (crowdsourcing) and correction (algorithmic checks) of content errors to deliver a best-in-class reading customer experience
* Own the operational plan, product roadmap, and three-year vision/investment thesis for a ~175 FTE Widget department spanning product, tech, and operations, resulting in increased investment in a flat headcount environment
* Led the global launch for a suite of content quality infrastructure products designed to remove Company as a intermediary between customers and publishers, reducing manual operations and associated VOPEX by 45%

***Head of US Media Retail Operations & Initiatives – Operational Excellence and Internal Consulting, 2018 - 2019***

***Head of US Advantage – Product Management and P&L Ownership, 2016 - 2019***

Owned the P&L for a nine-figure retail consignment program with 20k+ SMB suppliers.

* Beat 2017 and 2018 revenue plans by 6.1% and 5.0%, respectively, across a portfolio of mature and/or declining media categories
* Generated $14.5M in annualized free cash flow improvements by driving cross-organizational alignment to develop and deploy automated cost management solutions for Physical Media use cases
* Designed and executed a scalable, semi-customized negotiations process for PR-sensitive business segments, generating $6.5M in annualized free cash flow with a successful negotiations close rate of 84.3%
* Led strategic planning and execution for the migration of >98% of US Media’s SMB suppliers to a hybrid manual/automated vendor management solution, saving 20k Vendor Manager annual hours
* Identified and resolved a customer experience gap by building a scalable process to backfill search keywords for 4.2M books titles, improving Cart Add Rate by 100 bps and generating $1.7M in annualized free cash flow

**HEALTHCARE INSURANCE,** City, ST **2015 - 2016**

*Healthcare Insurance is an American health insurance provider with over 15 million members. [NYSE]*

***Corporate Strategy Advisor – Corporate Strategy & Development***

* Led the M&A implementation planning process for $250M+ of provider-facing technology assets, resulting in a comprehensive plan to over deliver on synergy targets by up to 480% without additional headcount reductions
* Developed strategic rationale, stage-gate development targets, and presentation collateral in support of a proposed strategic partnership with a Global Fortune 20 technology company
* Facilitated post-acquisition investment prioritization activities across all major lines of business and corporate functions, leading to the reallocation of $100M in discretionary strategic spending

**LARGE TECH COMPANY,** City, ST **Summer 2014**

*MBA Intern – M&A Integration*

* Created integration job-mapping strategy for 13k employees, generating $28M+ in annual equity savings

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**CONSULTING COMPANY,** City, ST **2009 - 2013**

*Sr. Analyst – Business Development*

* Managed a team of eight consultants in the development of revenue cycle analyses for a large, academic hospital system in Boston, MA, helping secure the firm’s largest ever healthcare contract (~$30M)

**EDUCATION**

**VANDERBILT UNIVERSITY OWEN GRADUATE SCHOOL OF MANAGEMENT,** Nashville, TN

Master of Business Administration

*Concentrations*: Strategy, Operations, and Human and Organizational Performance

GPA: 3.91

*Activities:* Vice President, Owen Student Government Association

Recipient, *Owen Service Award*

**UNIVERSITY OF STATE,** City, ST

BA | BBA, Business and Economics

Honors Program and Business Honors Program

GPA: 3.88

**COMMUNITY SERVICE**

* AmeriCorps
* Big Brothers Big Sisters
* State Children’s Home
* Habitat for Humanity