



PAYTON WEBSTER Product Manager

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Summary

Passionate Product Manager with 10 years of working for innovators in technology. Excelled product strategy, market research, scrum, and Tableau. 2 times Employee of the Month. Admirable leadership, decision-making, and communication skills. Seeking to join Amazon and contribute to the growth of this inspiring giant.

PROFESSIONAL EXPERIENCE

Rakuten San Mateo, CA
Product Manager 2017 - 2022

- Increased retention rate of department employees by 30% and their goal achievement by 70%
- Worked with engineers to develop a validation framework for integrations, reducing integration timelines from 2 months to 3 weeks
- Increased customer engagement by 50% by implementing mobile text
- Performed live presentations/demos at events to 150+ attendees
- Implemented new operational and revenue models to immediately achieve 40% securing \$30k in monthly recurring revenue

Hostinger Tucson, AZ
Project Coordinator 2014 - 2017

- Consistently ranked in the department's top 3 for completed tasks
- Identified and closed communication gaps to complete project 3 weeks ahead of schedule and maximize productivity for future projects
- Organized workshops and events with a team of 5 coordinators, based on the official guidelines
- Coordinated a team of 20 associates in different departments and offices

IBM Armonk, NY
Project Lead 2011 - 2013

- Managed project resources; led team of 25 personnel & adhered to safety standards
- Developed training programs such as understanding communication, which led to 25% more qualified prospects
- Consistently exceeded the 15% target lead conversion rate and set new records as a team

TECHNICAL SKILLS

Product Management - QA - Scrum - Product Strategy - Servers - Market Research - SQL - Tableau - Detail-Oriented - Decision-Making

Education

North Carolina Wesleyan College Rocky Mount, NC
Bachelor of Science, Computer Science 2003 - 2007

The University of Arizona Tucson, AZ
Executive MBA, Engineering Management 2007 - 2009

Strengths

 **Communication**
Communicated ideas and order as I've managed multiple teams in my work experience.

 **Leadership**
Always found a way to convince others into believing in my idea and lead them toward common goals.

 **Active Listening**
10+ years as a Product Manager proved to me that you earn far more value from just listening to others than trying to speak over them.

Amazon Resume Template Guide

SHIKHAR SINGH (THE ZENITH)



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- 3 START A BUSINESS WITH NO MONEY NO MONEY NO PROBLEM <https://tinyurl.com/268x958a>
- 4 TRADING WITH AI A PRACTICAL GUIDE FOR NEWBIES <https://tinyurl.com/bdhb9zxd>
- 5 THE PSYCHOLOGY OF PRICING <https://tinyurl.com/yyn4w5ba>
- 6 THE PSYCHOLOGY OF FREE WHY WE LOVE DEALS AND DISCOUNTS <https://tinyurl.com/mr3rhyyr>
- 7 MASTERING AI TRADING FROM THEORY TO IMPLEMENTATION <https://tinyurl.com/38z37svn>
- 8 GOOD CAREER BAD CAREER <https://tinyurl.com/43azs54k>
- 9 INK IDENTITY THE POWER OF YOUR SIGNATURE <https://tinyurl.com/24n6y4h3>
- 10 THE AI STOCK PICKER IDENTIFY WINNING STOCK WITH AI <https://tinyurl.com/p69dnmv6>

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