



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

Greg M. Perry



Amazon Resume Template Guide:

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