



## 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

**J Elliott**



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## **Table of Contents Amazon Resume Template Guide**

1. Understanding the eBook Amazon Resume Template Guide
  - The Rise of Digital Reading Amazon Resume Template Guide
  - Advantages of eBooks Over Traditional Books
2. Identifying Amazon Resume Template Guide
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Amazon Resume Template Guide
  - User-Friendly Interface
4. Exploring eBook Recommendations from Amazon Resume Template Guide
  - Personalized Recommendations
  - Amazon Resume Template Guide User Reviews and Ratings
  - Amazon Resume Template Guide and Bestseller Lists
5. Accessing Amazon Resume Template Guide Free and Paid eBooks
  - Amazon Resume Template Guide Public Domain eBooks
  - Amazon Resume Template Guide eBook Subscription Services
  - Amazon Resume Template Guide Budget-Friendly Options

6. Navigating Amazon Resume Template Guide eBook Formats
  - ePub, PDF, MOBI, and More
  - Amazon Resume Template Guide Compatibility with Devices
  - Amazon Resume Template Guide Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Amazon Resume Template Guide
  - Highlighting and Note-Taking Amazon Resume Template Guide
  - Interactive Elements Amazon Resume Template Guide
8. Staying Engaged with Amazon Resume Template Guide
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Amazon Resume Template Guide
9. Balancing eBooks and Physical Books Amazon Resume Template Guide
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Amazon Resume Template Guide
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Amazon Resume Template Guide
  - Setting Reading Goals Amazon Resume Template Guide
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Amazon Resume Template Guide
  - Fact-Checking eBook Content of Amazon Resume Template Guide
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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