

RAPHAEL SCOTT

Technical Product Manager

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Summary

Technical Product Manager with strong background in IT. My experience in consulting has led to long term client relationships and a passion for technical projects. My proudest achievement was implementing a new automated process that resulted in a \$20M profit increase for the company.

PROFESSIONAL EXPERIENCE

Amazon

Technical Product Manager

New York, NY
2019 - Ongoing

Amazon is a technology company focusing on e-commerce, cloud computing, online advertising, and digital streaming.

- Created product roadmap that resulted in \$10M additional annual revenue
- Established methodology to maintain communication with partners and streamline contract negotiation
- Assembled task force to restructure failing customer acquisition platform, resulting in 118% increase in sales cycle

Comcast

Technical Product Manager

New York, NY
2017 - 2019

Comcast is a multinational telecommunications company.

- Led a team of developers in launching new automated process that resulted in \$20M profit increase
- Brought new partners to the company which expanded operation to 5 additional cities
- Collaborated with engineers on training program for professional development initiative

PwC

IT Consultant

New York, NY
2015 - 2017

PwC offers auditing, accounting, taxation, strategy management, and human resource consulting services.

- Trained Python engineers on best practices and internal server
- Implemented CRM system for partners and increased sales revenue by 23%
- Streamlined quarterly assessments process and cut expenses by 24%

Deloitte

IT Business Analyst

New York, NY
2013 - 2015

Deloitte is an international professional services network that provides industry insights, consulting, financial advisory, and tax services.

- Designed and implemented solutions for customers and reduced waiting and administrative times by 40%
- Have maintained relationships with clients that still exist today
- Consistently provided consulting services that saved an average of \$250K per year for clients.

Strengths

★ Analytical Thinking

Able to identify and track KPIs that result in an average of 35% profit increase for clients

★ Communication

My engineering background allows me to collaborate efficiently with engineers and developers

★ Problem Solving

Led my team in solving high-priority company problems for 5 consecutive years

TECHNICAL SKILLS

Scrum - Product Development - UX Design - Tableau - JIRA - Python - Kanban

Education

Stevens Institute of Technology

Master of Business Administration

Hoboken, NJ
2008 - 2012

University of California, Berkeley

Bachelor of Science, Industrial Engineering

Berkeley, CA
2004 - 2008

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JG Myers



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