Nicholas Stone

TECHNICAL PRODUCT MANAGER | ENTERPRISE PLATFORMS | PRODUCT DELIVERY | CROSS-FUNCTIONAL EXECUTION
On-site | Hybrid | Remote - Relocation OK - West Coast Preferred | (206) 919-7711 | nicholasdavidstone@gmail.com
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SUMMARY

Technical Product Manager with experience across enterprise software platforms, AI-assisted discovery, commercialization, consumer hardware, and aerospace/manufacturing engineering. Led and delivered product discovery, requirements development, roadmap support, and cross-functional execution across Nike, 84.51°/Kroger, and independent product work, including an AI-assisted workflow that reduced requirements cycle time by 75% and produced 350+ traceable business requirements. Known for bringing structure to ambiguous environments, aligning product, UX, engineering, and operations stakeholders, and translating complex business and operational needs into actionable plans, delivery priorities, and measurable outcomes.

SKILLS

Product Strategy & Delivery: Product Discovery, Requirements Development, Roadmapping, Journey Mapping, MVP Planning, Agile Delivery, KPI Analysis, Backlog Management, Product Lifecycle Management, Stakeholder Management
AI & Platform Technology: AWS, Azure, APIs, React, Node.js, Copilot, ChatGPT
Systems & Hardware Operations: PLM, DFM/DFA, Lean, CAD (NX Unigraphics, SolidWorks), Rapid Prototyping, 3D Printing
Delivery, Design & Analytics: Jira, Confluence, Figma, OKRs, A/B Testing, Analytics, Conversion Optimization

CERTIFICATIONS / LICENSES

Product School Product Management Certificate | Coding Dojo Full Stack Software Development Bootcamp (2-year equivalent) | Patent #10,834,901 | FE Certification

EXPERIENCE

Technical Product Manager / Product Consultant - Independent Contractor
Enterprise Software: Nike x2, 84.51°/Kroger, and additional SMB product clients
Jul 2021 - Present
Repeat clients and references available on request

Nike (TEKsystems Contract) - Internal Tools Assortment Management Platform | Reported to Principal Product Manager

- Led discovery and synthesis for internal merchandising and supply chain tools supporting 3000+ users and billions in revenue, partnering with UX, engineering, and operations to define opportunity areas, validate business needs, and structure planning outputs for roadmap and MVP decisions.
- Built an AI-assisted discovery workflow that transformed 30+ user and stakeholder interviews into VOC insights, 13 themes, 10 JTBD opportunities, 4 current-state persona journeys, and 350+ business requirements grouped into 15+ capabilities, reducing discovery cycle time by 75%.
- Created discovery training and documentation practices adopted across partner teams to improve synthesis consistency, requirement quality, and planning efficiency.

84.51° / Kroger (TEKsystems Contract) - AdTech Omnichannel Platform | Reported to Director of Product

- Drove solution discovery and agile delivery for a modular Azure ad platform, working across a scrum team of 12+ engineers, 2 designers, and 1 agilist while coordinating 12+ cross-functional capability teams on a multi-million-dollar initiative.
- Defined and prioritized product artifacts across PRD inputs, roadmap materials, 13 epics, 50+ features, and 250+ stories, and ran backlog management, sprint planning, retrospectives, demos, and standups during a 9-month go-to-market readiness effort.
- Standardized Atlassian tooling and delivery processes, increasing throughput from 15 to 45 points and improving coordination across UX prototyping, QA, release, and DevOps execution.

Nike (Rangam Contract) - Internal Tools Omnichannel Order Management Platform | Reported to Senior Vice President

- Led discovery and cross-functional delivery for an AWS-based platform that automated manual order lookup workflows, contributing to a 99% time reduction, 350 hours saved per week, and a 37-point satisfaction improvement at launch.
- Partnered with UX, engineering, and operations to redesign retail-transit visualizations across 4 markets, reducing usability errors by 20% and simplifying onboarding for global teams.
- Defined order-flow triggers and dashboard requirements, ran iterative sprints and leadership reporting, and helped drive adoption by improving visibility into fulfillment bottlenecks affecting two-day delivery.

Additional SMB Product Consulting Clients

- Delivered SMB product initiatives across discovery, prioritization, and operating improvement, contributing to 3x inquiry growth, 50% overhead reduction, 75 B2B projects, and 60% cycle-time reduction.

Product Manager, Commercialization - Ascent Aerospace
Jan 2021 - Jul 2021

- Defined and supported commercialization planning for a DoD portfolio with a $15M budget and built an internal quoting and costing tool that reduced quote-to-delivery time by 80%.
- Created a data-driven sales dashboard ranking prospects by value and intent, later adopted company-wide to improve sales visibility.
- Delivered growth marketing planning across email outreach, social media, and B2B events, contributing to $250K in YoY sales growth.

Product Manager, DTC Consumer Hardware - Independent Product Venture
Aug 2019 - Jan 2021

- Patented and launched a 0-to-1 multifunction pet accessory validated against a $10M SOM and scaled sales 70x within 6 months.
- Improved ecommerce conversion to 2x industry benchmark through retargeting, Hotjar analytics, and persona-based UX optimization.

Product & Project Engineer - Janicki Industries
Mar 2014 - Aug 2019

- Developed a new high-temperature composite tooling product through R&D that was adopted company-wide for major aerospace programs, reducing cost by 60% and generating $10M in annual savings across 12 product lines.
- Engineered 300+ CAD models and drawings for large-scale metallic and composite tooling, applying GD&T, DFM/DFA, and tolerance analysis for precision fabrication on 10+ 100-foot multi-axis milling systems.
- Helped scale a cross-functional pod model integrating design, manufacturing, and project management, contributing to pod revenue growth from $2M to $5M in 1 year.
- Ran Lean value-stream mapping on a 15-year DoD program, working across engineering, technician, and program teams to reduce cycle time by 15% and realize $3M in savings.
- Implemented AS9100 quality improvements that closed 25+ CAPAs, embedded continuous improvement, and saved $4M annually.
- Aligned the digital thread across PLM, MOM, ERP, and QMS, improving BOM accuracy and change traceability.

EDUCATION

Washington State University
B.S. Mechanical Engineering
Minors: Material Science and Mathematics