

# Nicholas Stone

TECHNICAL PRODUCT MANAGER | PRODUCT STRATEGY | PRODUCT LIFECYCLE | ENTERPRISE PLATFORMS

On-site | Hybrid | Remote - Relocation OK - West Coast Preferred | (206) 919-7711 | nicholasdavidstone@gmail.com

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## SUMMARY

Technical Product Manager (TPM ~3, PM ~3, HW Eng ~5; 10+ yrs total) who delivered enterprise platforms for Nike and 84.51/Kroger, including an AI-assisted discovery system that cut requirements cycles ~75% and produced 350+ traceable BRs; earlier aerospace engineer supported NASA/SpaceX-known for 0-to-1 delivery, clarity in ambiguity, and global cross-functional alignment.

## SKILLS / TOOLS

Discovery (Double Diamond) | JTBD | Requirements | Roadmaps/MVP | Prioritization | Stakeholders | APIs | Cloud (AWS/Azure) | AI workflows (Copilot/ChatGPT) | Jira/Confluence | Figma | OKRs/Analytics | Agile delivery | UAT / Go-to-Market Readiness

## CERTIFICATIONS / LICENSES

Product School Product Management (PMC) | Coding Dojo Full Stack Software Development Bootcamp (2 Yr Eqv) | Patent #10,834,901

## EXPERIENCE

Independent Contractor – Product & TPM Engagements (Enterprise: NIKE x2, 84.51/Kroger, and additional PM SMB clients)

*Jul 2021 - Present; Repeat clients and references on request.*

**Nike (Tek Systems Contract) – TPM Reporting to Principal Product Manager - Internal Tools Assortment Management Platform**

- Led discovery for a \$B-scale global merchandising platform (3K+ users); aligned journeys and prioritized 10 JTBD opportunities
- Built AI-assisted discovery pipeline from 30+ interviews to themes/JTBDs/BRs; accelerated synthesis and traceability
- Delivered 350+ traceable BRs grouped into 15+ capabilities, defined journey mapping to drive rebuild with stakeholders.
- Created AI discovery training; reduced discovery timelines 50% first run, 75% repeat.

**84.51/Kroger (Tek Systems Contract) – TPM Reporting to Director of Product - Ad Tech Omnichannel Platform**

- Led MVP pod (12+ eng, 2 design, 1 agile) + 12+ capability teams to build modular omnichannel ads SaaS; reduced legacy coupling.
- Built the department PRD; aligned 12 teams; led my pod to ship 13+ epics in 9 months for GTM readiness.
- Supported Azure cloud, BPMN modularity, containers/microservices, and CI/CD to speed deployments and improve reliability.
- Standardized Jira/Confluence to align delivery; tripled throughput (15-to-45 pts) and replaced an eight-figure/month vendor.

**Nike (Rangam Contract) – TPM Reporting to Senior VP - Internal Tools Omnichannel Order Management Platform**

- Led AWS Order Visibility delivery (8 eng); cut lookup 3 hrs to real time (99%), saving ~350 hrs/wk; +37 satisfaction.
- Redesigned UX with retail-transit visuals; scaled to 4 global markets and reduced usability errors 20%.
- Defined and validated OMS prototypes; aligned stakeholders on a ~27% reduction 2-day fulfillment roadmap.

**Additional Clients: PM SMB Consulting (multiple clients): 3x inquiries; -50% overhead; 75 B2B projects; -60% cycle time.**

Product Manager, Operations – Ascent Aerospace

*Jan 2021 - Jul 2021 (7 Months) - Tech & Biz progression opportunity*

- Defined/priced DoD aerospace offerings for Fortune 100 accounts; standardized portfolio under \$15M budget.
- Built lead dashboard scoring by value/intent; scaled across account management; adopted company-wide.
- Developed quoting tool integrating cost/time/manufacturing inputs; reduced quote to delivery cycle 80%.
- Influenced growth marketing roadmap (email/social/conferences); drove ~\$250K YoY sales lift (est.).

Product Manager Founder, Hardware & Software – Lander Leash

*Aug 2019 - Jan 2021 (2 Years) - Expanded product into PM operations*

- Validated \$10M SOM via market/competitive research and demand testing.
- Patented and launched 0-to-1 multifunction pet accessory MVP via user testing and iterative prototyping.
- Built B2B2C engine (DTC, retail, Amazon FBA); achieved 70x sales volume in 6 months.
- Drove 2x industry-average CVR using retargeting + analytics (FB Pixel/Hotjar/GA) to remove friction and optimize.

Product & Project Engineer, Manufacturing – Janicki Industries

*Mar 2014 - Aug 2019 (5 Years) - Offered promotion, leave for entrepreneurial venture and upstream PLM exploration*

- Drove cross-functional pod model; scaled company-wide and grew pilot revenue \$2M to \$5M in 1 year.
  - Produced 300+ NX CAD models for large tooling; applied GD&T, DFM/A, and tolerance analysis.
  - Aligned PLM-MOM-ERP-QMS digital thread to improve BOM accuracy and change traceability.
  - Developed composite tooling tech w/ R&D, adopted by company wide; cut costs ~60% and saved ~\$10M/yr across 12 lines.
  - Led Lean VSM on DoD program (Secret); reduced cycle time 15% in 6 months with 15+ staff.
  - Implemented AS9100 QMS + CAPA process; closed 25+ CAPAs and embedded continuous improvement.
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## EDUCATION

Washington State University - B.S. Mechanical Engineering - Material Science & Mathematics Minors