

# Nicholas Stone

SENIOR TECHNICAL PRODUCT MANAGER | PRODUCT STRATEGY | PRODUCT LIFECYCLE | ENTERPRISE PLATFORMS  
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Full resume & portfolio: [www.nicholasdavidstone.com](http://www.nicholasdavidstone.com)

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## SUMMARY

Technical Product Manager with **5+ years in product management** and 10 years overall across **hardware and software**. Delivered **enterprise platforms for Nike and 84.51 (Kroger)**, including an **AI-assisted discovery workflow** that accelerated requirement definition by ~75% and produced 350+ traceable BRs. Earlier engineering and aerospace work supported **NASA and SpaceX programs**. Known for **0-to-1 delivery**, creating clarity from ambiguity, and aligning global teams.

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## SKILLS / TOOLS

**Product Strategy & Leadership:** Vision, Market and Competitive Analysis, Discovery, Roadmapping, Journey Mapping, MVP Planning, Agile Ceremony Delivery, KPI Analysis, Backlog Management, Product Lifecycle Management, Stakeholder Management

**AI & Platform Technology:** AWS, Azure, APIs, React, Node.js, Copilot, ChatGPT

**Systems & Hardware Ops:** 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

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## CERTIFICATIONS / LICENSES

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

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## EXPERIENCE

### Technical Product Management – Cascade North Technologies (NIKE x2, 84.51 (Kroger), and additional clients)

Jul 2021 – Present (4 Years); Completed all contract projects successfully; repeat clients and references on request.

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

- **Led enterprise-scale problem discovery, defined and validated vision, mission and business case hypotheses** with UX, Engineering, and Ops across global teams for merchandising and supply chain tools supporting billions in revenue and 3000+ users.
- **Built AI-powered discovery prompt workflow** turning 30+ user/stakeholder interviews into VOC insights, 13 Themes, 10 JTBD opportunities, 4x persona current state journey mapping and 350+ BRs grouped by 15+ capabilities, cutting discovery cycles 75%.
- **Created AI discovery training framework** adopted by product, research and engineering to standardize synthesis and improve requirement quality and reduce discovery timelines by 50%.

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

- **Drove agile scrum team solution discovery and delivery (12+ Engineers, 2 Designers, 1 Agilist)** and coordinated 12+ cross-functional capability teams to build modular Azure SaaS ad platform (Multi million initiative).
- **Delivered 5+ artifacts**, defined and prioritized PRD, roadmap, 13 epics, 50+ features, and 250+ stories and ran agile ceremonies (Backlog Management, Sprint Planning, Sprint Retro/Demo's, Standup) for a 9 month GTM launch readiness.
- **Standardized Atlassian toolchain and delivery processes**, tripling throughput velocity (15-to-45 pts), align UX Prototyping and concept validation, and enabled stable QA Management (CI/CD, DevOps, Release Management).

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

- **Performed discovery and drove end-to-end cross functional delivery** (8 Engineers, 1 Designer, 1 Agilist) to launch an AWS platform automating manual order lookups (99% time reduction, 350 hrs/week saved, +37 satisfaction at launch).
- **Partnered with UX, Engineering and Operations to redesign retail-transit visualizations** for 4 markets, reducing usability errors 20% and simplifying onboarding for global teams.
- **Defined order-flow triggers and dashboard**, running iterative sprints and leadership reporting to drive adoption, enabling visibility into supply-chain inefficiencies and helping teams identify and resolve bottlenecks impacting two-day fulfillment.

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

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### Product Manager, Operations – Ascent Aerospace

Jan 2021 to Jul 2021 (7 Months) – Tech & Biz progression opportunity

- **Defined and monetized DoD portfolio** (15M budget); built internal quoting and costing tool reducing quote-to-delivery 80%.
- **Created data-driven sales dashboard** ranking prospects by value and intent; adopted company-wide to standardize sales visibility
- **Delivered growth marketing roadmap** including email outreach, social media, and B2B events, increasing sales 250K YoY.

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**Product Manager Founder, Hardware & Software – Lander Leash**

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

- **Patented and launched** 0-to-1 multi-functional pet accessory validated for 10M SOM; scaled sales 70x in 6 months.
- **Achieved 2x industry ecommerce conversion rate** through retargeting, Hotjar analytics, and persona-based UX optimization.

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**Product & Project Engineer, Manufacturing – Janicki Industries**

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

- **Developed a new industry disrupting product for high-temperature composite tooling** with R&D, adopted company wide for major aerospace programs (60% cost reduction, 10M annual savings across 12 product lines).
- **Engineered 300 + CAD models and drawings** for large-scale metallic and composite tooling, applying GD&T, DFM/A, and tolerance analysis for precision fabrication on 10+, 100-ft multi-axis milling systems.
- **Piloted cross-functional pod model** integrating design, manufacturing, and project management; scaled firm-wide, growing pod revenue 2M to 5M in 1 year.
- **Ran Lean VSM on 15-year DoD program**; led 15+ engineers, technicians and program staff to cut cycle time 15%, realizing 3M savings.
- **Implemented AS9100 quality framework** closing 25+ CAPAs and embedding continuous improvement saving 4M annually.
- **Aligned digital thread** across PLM, MOM, ERP, and QMS, improving BOM accuracy and change traceability.

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**EDUCATION**

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