

Nicholas Stone

(206) 919-7711 | nicholasdavidstone@gmail.com | [LinkedIn](#) | [Portfolio](#) | [Github](#)

Seasoned product manager with a proven history of overseeing and introducing user-centric software and hardware products. Looking for a long term company fit and or contract/consulting opportunities.

SKILLS

Competencies: Technical Product Management (TPM), Product Management, Product Development, Product Lifecycle Management, Analytics, Software Development Life Cycle (SDLC), Product Strategy, Product Roadmap, Artifact Building, Lean/Agile Methodologies, Project Management, Product Owner, Business Development, Enterprise Systems, Operational Excellence, Digital Products, Consulting, Industry Trends, External Partners, Presenting

Technical: Jira (JQL), Confluence, Microsoft Office, Google Suite, Slack, Smartsheet, Campaign Monitor, Zoom, Teams

Other: Verbal and Written Communication, Customer Needs, Analytical, A/B Testing

RELEVANT EXPERIENCE

Technical Product Manager

Jul 2021 to Present

PRODUCT360 (B2B Product Consulting Service-Application Growth)

Los Angeles, CA | 1 Year Contract

- Driving Product360's expansion in the MENA(T) regions across consulting, PaaS, and Community verticals, implementing strategic initiatives that significantly increased market share and customer base.
- Enhancing user engagement and revenue growth by conducting in-depth market analysis, leading feature enhancements, and orchestrating comprehensive go-to-market strategies, resulting in measurable performance improvements.

84.51°/Kroger (B2B SaaS Ad Tech Omni Channel Platform)

Cincinnati, OH | 1 Year Contract

- Orchestrated the execution of a 7-month, \$360 million Minimum Viable Product (MVP) omni-channel roadmap, strategically aligning user requirements with business priorities on a large scale.
- Led agile product development, orchestrating the successful launch of a cutting-edge Advertising DSP through collaboration with a diverse team of over 100 Software Engineers, 25 Designers (UX/UI), and 10 stakeholders.
- Established a new scrum team: 8 engineers, 2 UX Designers, and 4 analysts, leading the cross-functional transition to Azure Cloud. Owned the host application for clients and servers, fostering integration with 12+ platform teams.

Nike (B2C Internal Supply Chain Omni Channel Platform)

Beaverton, OR | 1 Year Contract

- Conducted 15+ interviews and led the discovery process for the Order Visibility Tool, resulting in a 95%+ UAT pass rate and a 24000% increase in efficiency savings.
- Managed an offshore team of 6 engineers, serving as scrum master, product owner, and product manager, achieving standardized agile development standards and meeting MVP launch in 2 months.
- Launched the product internally with a 20% adoption rate higher than company benchmarks, leveraging continuous delivery and discovery for feature enhancements for 60+ stakeholders.
- Negotiated team expansion to 10 engineers, 2 designers, and 1 scrum master, facilitating continuous improvement and new feature development for 150+ stakeholders.
- Conducted 20+ interviews and 15 Demos, identifying opportunities to merge data and responsibilities with existing platforms, potentially saving 70% of new build efforts and costs.

Business Product Manager | Ascent Aerospace (B2B Business Development)

Santa Ana, CA | Jan 2021 to Jul 2021

- Drove sales strategy transformation into a data-driven vision, expanding to business sectors from 15M to 250M.
- Designed and built data-centric marketing initiatives 2-3 year roadmap, collaborating with account managers on market research, sales strategies, content creation, and technical sales support.
- Implemented manufacturing process enhancements, including developing and launching a tool that minimized quotation errors to <=10% and reduced generation time by 80%.
- Managed department product lines, interfaced with clients and executive management, and provided direction for products while overseeing project execution.

Owner/Entrepreneur | Cascade North Technologies

Seattle, WA | Aug 2019 to Jan 2021

Product Marketing Consultant (B2B/B2C Digital Freelance and Business Development)

- Designed a beauty webpage, and defined and ran an advertising strategy. Achieved \$1M revenue per year from \$0.
- Built a new jewelry webpage and grew new channel leads by 75% for a \$1M ARR business.
- Developed a data driven operational plan for a \$1M ARR business which achieved a 50% COB savings in one year.

Product Founder (B2C E-commerce New Product Development)

- Innovated, developed, and patented a new disrupting pet industry product.
- Led user research, market analysis, and iteration which resulted in over 7000% sales growth in two years.
- Created supply chain and marketing strategies to maintain a 180% profit-to-cost ratio.
- Enhanced conversions to the e-commerce site by 47%, 13%, and 34% by optimization and iteration through design.

- Amplified e-commerce brand visibility, optimized features with A/B testing, and expanded sales and the user experience with social marketing tools (e.g., Amazon FBA/Campaigns, Google Analytics, Instagram/Facebook Pixel).

Cascade North Technologies Service Business Founder (B2B Business Development)

- Built a design and 3D Printing manufacturing business that provided 75+ unique products for both B2B and B2C markets.

Senior Project Manager / Engineer | Janicki Industries (B2B Aerospace Services) _____ Seattle, WA | Mar 2014 to Aug 2019

- Launched a new industry cost-saving product with operations, R&D and Business. Reduced initial expenses by \$1M on operations costs and saved 6 months delivery lead time on the first program.
- Executed a new company structure, doubling expected revenue from 2.5M to 5M within the first year as a Project Manager, CAD Design Engineer, and Manufacturing Engineer.
- Developed a Value Stream Mapping for a 15-year production program, identifying 20-50% cost reductions and achieving a 15% reduction in operational costs for a \$9-12 million per year program.
- Avoided over \$1M in annual costs through designing a comprehensive QA plan, implementing 50+ corrective actions and 250+ tasks.

EDUCATION

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

Professional Development

Dec 2022

- **Product Manager Certification** from Product School, expertise in a range of product management practices.
- **Full Stack Software Development Certification** from Coding Dojo, demonstrating proficiency in JavaScript and hands-on experience with APIs.
- **Digital Marketing and Advertising Certification** encompassing market research, website creation, copywriting, SEO, Google ads, Meta ads, email marketing, Twitter ads + more