

# 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

[www.linkedin.com/in/nicholasdavidstone](https://www.linkedin.com/in/nicholasdavidstone) | DoD Secret Security Clearance | Full resume & portfolio: [www.nicholasdavidstone.com](http://www.nicholasdavidstone.com)

## SUMMARY

Technical Product Manager with **3+ years in enterprise software platforms** (Nike x2, 84.51°/Kroger), including an AI-assisted discovery system that cut requirements cycles ~75% and produced 350+ traceable BRs. Additional experience includes **3+ years in product management** across commercialization, DTC consumer hardware, and SMB PM consulting, **plus 5+ years in aerospace/manufacturing engineering** supporting NASA/SpaceX programs. **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 | FE Cert

## EXPERIENCE

Technical Product Manager – Independent Contractor (Enterprise Software: NIKE x2, 84.51/Kroger, and additional Product Management SMB clients)

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

### **Nike (Tek Systems Contract) – 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) – Reporting to Director of Product Management - 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) – 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: Product Management SMB Consulting (multiple clients): 3x inquiries; -50% overhead; 75 B2B projects; -60% cycle time.**

Product Manager, Commercialization (Manufacturing) – 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, DTC Consumer Product (Hardware) – Independent Product Venture

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

- Patented and launched 0-to-1 multifunction pet accessory MVP via user testing and iterative prototyping.
- Validated \$10M SOM via market/competitive research and demand testing.
- 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.

## EDUCATION

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