

Nathan Hutchison

Product Manager

I am a Product Manager with a M/S in Engineering Management & B/S in Computer Science. My technical background paired with my excellent communication skills, drive to learn, & work ethic allow me to excel in a product management role.

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WORK EXPERIENCE

Product Manager

Sundae

05/2021 - 11/2022

Achievements/Tasks

- Researched, designed strategy and launched a new product line generating \$650K+ revenue in the first 3 months
- Designed and implemented sales and process operations for a new subscriptions service securing \$200K+ in recurring revenue
- Proactively gathered and evaluated customer feedback to evaluate priority and manage the product roadmap & backlog
- Led weekly cadence of scrum meetings for engineering team of around 8 through two week agile sprints
- Consistently communicated key project results against KPIs to executive sponsors and department leads
- Managed a team of associate product managers to drive greater collective team objective results and develop talent

Salesforce Analyst

Varian Medical Systems

06/2019 - 05/2021

Achievements/Tasks

- Designed, & led 5 week user acceptance testing for a 9 month, multi-million dollar project involving over 80 participants
- Acted as the lead analyst to gather requirements & design feasible solutions within Salesforce CPQ solution
- Architected marketing data pipeline to consolidate customer interaction data across info captured in 7 different systems
- Designed & implemented integration of SFDC/Marketo to securely & efficiently enhance entire customer DB
- Created scalable solutions within Community Cloud on a new product offering securing dozens of high margin contracts

EDUCATION

Masters of Science, Engineering Management

Santa Clara Univeristy

2018 - 2019

Bachelors of Science, Computer Science

Santa Clara Univertisy

2014 - 2018

SKILLS

Product Management

Agile

Data Analysis

SCRUM

Project Management

Jira

Clickup

Salesforce

Excel

Python

SQL

Microsoft Azure

Docker

Marketo

Pandas

Git

PERSONAL PROJECTS

UFC Fight Prediction Project (06/2020 - 05/2021)

- Designed proprietary fight / fighter datasets using web scraped data combined with existing datasets
- Designed prediction model using Pandas, Numpy, Psycopp2, SqlAlchemy & Sci-kit Learn for fight winner & win method
- Implemented a PostgreSQL database hosted on Azure Cloud to efficiently query information using PostgreSQL

Impact of Covid on Financial Markets Web App (04/2020 - 07/2020)

- Calculated Upside & Downside Beta indices to analyze volatility of industries & individual stocks due to COVID-19
- Public App created with Python & Streamlit alongside other libraries such as yFinance, Pandas & Numpy
- Containerized using Docker, hosted on DockerHub, & deployed on Azure App Registry

INTERESTS

I love outdoor & actions sports such as surfing, skiing, volleyball, tennis, & hiking

Traveling is what I live for and I seek out trips around the world to surf or ski

I'm an avid audiobook listener. Favorite recent book: The Lean Product Playbook by Dan Olsen