Mary Thompson

Product Manager

Contact

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Skills

JavaScript
Coding
Debugging
SQL data mining
Client Management
Business Management
Sales
Leadership and mentoring

Education

BS in Business
Columbia University, New York

Awards

Won first-place in Acumen Hackathon
2019 Leadership Award for Marketing and Sales

Career Objective

Passionate product manager with proven management skills. Technology skills include Python and C++. Wrote back-end code for five business websites as independent consultant. Looking for an opportunity to lead a solution development portfolio for established tech group.

Skills Summary

Business Management

- Managed a portfolio of up to 20 cases at one time with varying deadlines but with 100% client satisfaction rates.
- Analyzed resources and budgets to ensure efficient allocation. Findings resulted in 30% reduction in on-boarding costs.

Python

- Built a Python-based stock tracking webapp with 200 interactive, real-time graphs.
- Designed a 3D game using Python and MySQL.

Debugging

- Debugged 5 webapps written in Python.
- Reduced errors for an SaaS site by 25% through extensive debugging.

Experience

Sales Manager
Barnaby Concepts, New York, September 2018 to present

- Managed outreach for new partner and investment business relationships. Realized 100% of target investments within six months.
- Developed ambitious sales targets based on extensive market research and analysis with 95% achievement in year 1 and 100% achievement in year 2.

Sales Coordinator
Aconda Services, New York, May 2015 to September 2018

- Increased sales by 40% after instituting new sales initiatives.
- Spearheaded customer and employee education initiatives and reduced returns by 60%.