

Beto Juárez III, Product Manager

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EMPLOYMENT HISTORY

- Nov. 2016 – Present **Freelance Product Manager, Gigster** Austin, TX
- Staples - Integration of consumer app with OCR and customer service allowing parents to scan back-to-school lists and receive a shopping cart within 10 minutes
- Led design (sketch) and product (JIRA) for internal and external-facing dev teams, finishing two production-ready apps within two months
 - Coordinated six internal and external teams to deliver product and update internal stakeholders
- SayPartie.com - Invitation app helping parents organize theme parties for children
- Maintained 8 out of 10 client satisfaction despite significant budget constraints
 - Recruited and retained three full-time developers to build web app in less than three months
- Other projects include a resume scoring algorithm (Node), a DOCX to HTML library extension (YAML with Git), an adult e-commerce platform (Swift), and a government/contractor interface for large public works projects (Rails).
- Apr. 2014 – Jan. 2016 **Product Manager, Dell** Austin, TX
- ASN (a.k.a. Advance Ship Notice / EDI 856) - Automatically sends shipping information to distribution partners
- Pitched and secured funding for ASN project for \$1.4M in its first year of development.
 - ASN is expected to deliver value of +\$8M
 - Led product ownership duties for first year of ASN program, delivering a minimum viable product producing +200 ASNs per day; now sending +1,000 ASNs per day
- Jan. 2012 – Aug. 2013 **Co-founder and Product Manager, SpokeSwap.com** San Francisco, CA
- Built and refined web product, achieving a \$24K annual run rate
 - Interviewed 30+ individuals and small businesses using lean customer development
 - Achieved 8,000+ unique visitors, 200+ transactions, 100+ positive reviews, 4 city rollouts, and \$90 average transaction value
 - Led media, blogging, and marketing efforts, resulting in 2K+ new visits

EDUCATION

- Aug. 2011 – Jun. 2013 **MIT Sloan School of Management, MBA** Cambridge, MA
- Springworks Scholar, awarded to top minority students researching entrepreneurship
 - Thesis on building entrepreneurial communities
- Sep. 2003 – Jun. 2007 **Stanford University, BA - International Relations** Stanford, CA
- Gregory Annenberg Weingarten Scholarship and Phi Beta Kappa Scholarship recipient
 - Stanford Overseas Programs in Moscow and Paris

SKILLS

Certified Scrum Product Owner	Ruby on Rails
JIRA	Sketch

LANGUAGES

Spanish	Highly proficient	French	Very good command
Russian	Good working knowledge		

HOBBIES

Neopolitan-Style Pizza, Mariachi Music