

Sam Patel

Product Manager

CONTACT

sam@example.com
Chicago, IL

SKILLS

Product discovery
Roadmapping
User research
SQL
Experimentation
Pricing
Jira
Cross-functional leadership

SUMMARY

Product manager with 5 years in B2B SaaS. Owned the self-serve funnel from signup to paid, grew trial-to-paid conversion from 9% to 14% and shipped the team's first usage-based plan.

EXPERIENCE

Product Manager 2021 — Present

FlowDesk

- Grew trial-to-paid conversion from 9% to 14% in 3 quarters through onboarding and paywall experiments.
- Launched usage-based pricing that raised expansion revenue by 22% in its first year.
- Ran 40+ customer interviews to reframe the roadmap around the top 3 jobs-to-be-done.
- Led a squad of 7 engineers and 1 designer shipping every 2 weeks.
- Cut support tickets per account by 30% by redesigning the settings area.

Associate PM 2019 — 2021

Taskly

- Settings redesign, -30% tickets

EDUCATION

MBA 2019