

Curriculum Vitae

PERSONAL

Name	Seth Lowe
Address	5109 Avocet Drive, Greenwood, 46143 Indiana, IN
Phone number	(317) 200 3000
Email	example.resumes@cvmaker.com
LinkedIn	https://www.linkedin.com/in/seth-lowe

RESUME OBJECTIVE

Highly skilled, strategic and results-focused product manager with 10+ years in the pharmaceutical sector. Experienced in product development, market analysis and motivating collaboration between diverse teams to achieve a mutually successful outcome. Confirmed leadership ability combined with advanced communication and negotiation skills. Successfully managed development budgets in excess of \$10M per annum. Exceeded revenue goals by 125% and achieved cost savings of 35% amounting to \$ 3M annually. I am keen to utilize and grow my experience internationally.

WORK EXPERIENCE

May 2015 - Present

Senior Product Manager

Eli Lilly & Co, Indianapolis

- Instituting a shared vision throughout the business on short and long-term priorities
- Establishing pricing and determining revenue goals around products and partnerships
- Establishing credibility and confidence with customers, product development, sales, operations and other stakeholders
- Managing feedback collection from internal and external stakeholders on new product features and enhancements
- Ensuring feedback is effectively translated into marketing requirements and prioritized with product development team
- Collaborating with product managers and marketing teams to build clear progressive product integration strategies
- Understanding market segments and customer needs and effectively translating requirements for product development
- Tracking competitive products and developing strategies to counter competitive strengths and exploit weaknesses
- Developing strategies and programs to drive increases in revenue and profits
- Providing business case justification for new product ideas and improvements to the product line
- Compiling marketing requirements for all products in development
- Helping product development teams prioritize features and functions for product releases
- Working with product development teams on validation and verification processes
- Working cross-functionally with project teams on customer needs and market and competitive issues
- Developing product transition and end-of-life strategies
- Establishing regular reporting cycles on usage and financial results
- Driving decisions on development roadmaps using metrics
- Managing revenue and expenses incurred from partnerships and ensuring budgets are in annual forecasts

***Achievements** – Headed a customer research team conducting 2500 interviews for product feedback on underperformers. Implementation of recommended product development and improvements saw customer satisfaction leap to 98.5%.*

Jun 2012 - Apr 2015

Product Manager

Elanco Animal Health, Indianapolis

- Helping define overall vision and strategy for products
- Identifying key technology integrations required to advance customer value
- Collaborating with internal teams to define scope and requirements for each integration
- Collaborating cross-functionally with teams to understand the needs of existing and future customers
- Informing strategic and tactical product decisions and measuring outcomes
- Measuring adoption and impact for each integration
- Providing prioritization and focus for production teams to deliver customer value
- Maintaining a prioritized pipeline of possible features and integrations

EDUCATION AND QUALIFICATIONS

Aug 2011 - Aug 2015

Technology Management (Ph.D.) (Manufacturing and Quality systems)

Indiana State University, Terre Haute, Indiana

Sep 2006 - May 2010

Clinical Pharmacist (Pharm. D.)

Butler University College of Pharmacy and Health Sciences, Indianapolis

COURSES

2017 - 2017

Certified Scrum Master

AIPMM

2016 - 2016

AIPMM Certified Product Manager

AIPMM

PROFESSIONAL MEMBERSHIPS

AIPMM, PDMA, Scrum Alliance

SKILLS

Agile methodology **Expert**

Market research **Expert**

Product development **Expert**

Product lifecycle **Expert**

Product management **Expert**

Product pricing **Expert**

Product vision **Expert**

REFERENCES

Eli Lilli & Co

Este Jay

(312) 789 0000

ejay@sample.com