**AGUSTIN ROIG**

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## EXPERIENCE

**Intervene K-12, Miami, FL (Remote)**

*A platform supports data-driven, small-group tutoring for K 12 students across content areas, provides academic recovery, and drives success.*

***Product Manager, Jun 2022 - November 2022***

Work closely with internal business teams to analyze product processes, develop business requirements, create and execute UAT plans, implementation plans (training, rollout, transition). Work both independently and as part of a project team to actively analyze department needs and increase operational efficiency.

* Led a team of 4 Scrum Masters reducing the product roadmap process, the user acceptance testing, and new implementation, including the deliverables features.
* Wrote product requirement documents and incorporated best and weekly sprints, improving the scope by more than 30% between sprints.
* Contributed to the development of a new dashboard feature validating the new user experience (UX) and a user interface (UI) working closely with all our stakeholders and delivering in a record time increasing user acceptance by more than 17% in the first month.

***Technical Project Manager, Feb 2022 - May 2022***

Developed and reviewed project scopes, considering resources and technological constraints with consideration to business impacts and identified risks.

* Supported the IT Team in implementing new customer support tools, Jira Management, and Confluence reducing complaints and processes by 20%.
* Drove and built a team of more than 15 technical developers, assigning support to resolve problems, and writing detailed user stories for the engineering team.
* Expanded project time frames, budget estimates, and status reports decreased our backlog by more than 20% in the first month.
* Assisted with the prioritization of 4 product enhancements and a new dashboard improving useability and maximizing customer acceptance.

**SpaceDev, Miami, FL (Remote).**

*Coding Geeks • Internationally-recognized software development company that specializes in Blockchain.*

***Project Manager, Apr 2021 - Dec 2021***

Responsible for building and driving the strategic roadmap for the design and technical foundation of the Mobile channel, ensuring team deliverables align with our client strategic vision and core objectives across technology, product, digital and UX for all lines of business.

* Set a vision and collaborated with the design, engineering, marketing, and sales teams to identify and deliver new product solutions resulting in a decrease in cost by $30K.
* Released and deployed new user-friendly features and facilitated scalable and exciting process improvement, removing obstacles for developers and testers in 3 startups in their first stage.
* Built and hired cross-functional teams giving support to implementing agile methodologies and sharing the company vision.

***Product Owner, Oct 2018 - Mar 2021***

* Developed a product vision and strategy creating business goals, journey maps, and wireframes, considering scope, requirements, and cost, achieving a -20% time reduction for the Startups.
* Supervised work planning, development, and implementation and led a 10-member cross-departmental team, including product, engineering, DevOps, QA, and Designers.
* incorporated and supported the PostgreSQL DB integrating the API within Heroku.
* Launched all scrum meetings, including cycle planning, daily stand-ups, spring retrospectives, spring demos, and release planning.

**Linsaro Company, Miami, Florida.**

*Group of convenience stores.*

***Owner & General Manager, Apr 2014 - Jun 2019***

Hands-on daily operations, supervision of stores manager and staff, including accounts payables and receivables, scheduling, assigning employees to specific duties to the best needs of the store.

* Worked with a staff of 10 cross-functional employees.
* Increased sales by more than 25% YoY in 5 years using best practices.

**Procter & Gamble, Barcelona, Spain**

An American multinational consumer goods corporation.

***Senior Account Executive, Jan 2008 - Oct 2013***

Manage largest enterprise merchants by building strong relationships with key merchant contacts.

* Established 70 accounts consistently outperformed other departments in sales generation and deal size.
* Executed marketing strategy resulted in a 20% increase in monthly sales and a 5% drop in the cost structure, which drove an additional $50K/MoM in sales.

## EDUCATION

**Universidad National de Lujan – Buenos Aires, Argentina -** *Bachelor of Business & Marketing*

## SKILLS

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| Product Strategy | Jira |
| Product design | Confluence |
| Strategic PlanningBusiness Strategy | FigmaMiro |
| Budget Management | Notion |
| Product development | Airtable |
| People ManagementSoftware Development Life CycleProduct Road mappingCustomer ServiceUser TestingData AnalysisMarket Research | AsanaFramerSoftware as a Service (SaaS)B2CHerokuPostgreSQLMicrosoft Enterprise |
| Enterprise Planning | Google Analytics  |

## CERTIFICATIONS

* Career Essentials in Business Analysis, Microsoft
* Certified Scrum Product Owner (CSPO), Scrum Alliance
* Certified Product Management (CPM), Project Management Institute
* Certified Scrum Master (CSM), Scrum Alliance

## ADDITIONAL

* **Languages:** Native in Spanish; Fluent in English.
* **Citizenships:** US (American), UE (Italian), and Argentinian.
* **Interest:** Web3, Blockchain, NFTs, Business books, Entrepreneurs Podcasts, playing Chess and Tennis**.**