

# Yan Miellier

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## PROFESSIONAL & LEADERSHIP EXPERIENCE

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### Lennar

Miami, Florida

*Sr. Product Analyst*

*November 2022 – Present*

- Led and supported cross-functional teams for the planning and execution of product launches, leveraging a newly created go-to-market strategy for successful market adoption
- Spearheaded Program Increment (PI) planning for a product stream, optimizing the product backlog to align with key performance indicators (KPIs) and organizational goals
- Engaged with Product Owners to manage feature development, backlog priorities, and release cycles, contributing to the successful launch of 10+ new features and ensuring clear and effective communication of these enhancements to primary stakeholders
- Analyzed and identified key functionalities across 5+ products, developing an end-to-end blueprint to maximize product utility
- Conducted frequent market and competitor analysis to guide strategic planning, technology standardization, and go-to-market strategies in the land acquisition portfolio

### Ampersand Consulting

Miami, Florida

*Consulting Manager*

*September 2022 – November 2022*

- Established strategic goals by gathering pertinent business, financial, service, and operations information
- Analyzed data to identify and evaluate trends, issues, and opportunities for improvement to drive business outcomes

*Solutions Consultant*

*October 2020 – September 2022*

- Acted as liaison between the business, and IT teams to refine the product and incorporate features and enhancements based on market demands, resulting in over 20% increase in qualified leads
- Collaborated with Scrum Masters and other Product Owners to translate features & requirements into user stories within the team's backlog while managing, ranking, and prioritizing this backlog to reflect stakeholder's priorities
- Led the creation of a centralized student enrollment system, enhancing user experience and resolving key issues, projected to generate \$100M in additional revenue over 5 years
- Categorized value streams and maintained the product vision, roadmap, and backlog of work through the product life cycle for an industry leader in higher education

*Customer Success Specialist*

*February 2020 – October 2020*

- Conducted market research and executed on digital marketing strategies by implementing digital campaigns & analyzing data to drive business processes and decisions

*Business Development Analyst*

*May 2019 – February 2020*

- Developed internal processes and functions to stand up the Business Development business unit
- Identified prospect pain points, goals, and processes by conducting research and leveraging various techniques to conduct a thorough discovery, resulting in generating over \$2.5 million in potential pipeline revenue

## EDUCATION

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**Florida International University (FIU)**

Miami, Florida

*Bachelors of Business Administration*

*December 2019*

Major: Marketing

**Certificate:** Sales and Customer Relationship Management

**GPA:** 3.8 / 4.0

## RELEVANT CERTIFICATIONS

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- Certified SAFe® 6 Product Owner/Product Manager