


Agustin Roig

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Summary

Accomplished product manager with a proven track record of leading cross-functional teams to deliver impactful digital solutions on time and under budget. Expertise in agile methodologies, stakeholder engagement, process improvement initiatives and driving efficiency gains through people-focused leadership. Seeking opportunities to strategically guide new initiatives from concept to successful deployment.

Experience

Product Manager

LifeWallet

Feb 2023 - Sep 2023 (8 months)

Blockchain company that provides services to enterprises, startups, and governments.

- Led development of innovative healthcare solutions utilizing analytics and blockchain for LifeWallet
- Negotiated TypeForm Enterprise implementation, significantly reducing costs and streamlining integration
- Managed 2 teams delivering the LifeWallet app and patient dashboard solutions

Product Manager

Intervene K-12

Feb 2022 - Dec 2022 (11 months)

Edtech company that provides personalized learning solutions for students.

- Organized hiring of technical teams, resulting in 28% increase in customer satisfaction in 6 months
- Implemented Confluence and Jira, boosting team efficiency 35% and reducing errors 20%
- Led 4 Scrum teams totaling 20 members, delivering 3 new features on time and under budget

Project Manager

SpaceDev

Apr 2021 - Dec 2021 (9 months)

IT Company that specializes in building software solutions for businesses.

- Planned development of a pet/e-commerce SaaS app
- Applied UX/UI tools like Framer, cutting MVP timeline by 18% and expenses by 35%
- Directed product growth from concept to launch in under 7 months

Business Analyst

SpaceDev

Oct 2018 - Mar 2021 (2 years 6 months)

IT Company that specializes in building software solutions for businesses.

- Led complete development of 2 B2C mobile apps from initial research through delivery
- Implemented agile methodologies, creating documentation and organizing product backlogs

- Organized and implemented technologies like Sendgrid and Twilio, boosting outputs

Account Manager

SpotOn

Apr 2021 - Nov 2021 (8 months)

Builds flexible software and payment tools that empower businesses of all sizes

- Increased sales of POS systems by 15% in 2021 through proactive prospecting of new businesses
- Maintained portfolio of over 50 active clients, providing ongoing support

Owner

Linsaro Company

Apr 2014 - Jun 2019 (5 years 3 months)

Convenience stores that provide products and services to customers

- Supervised convenience store operations and staff management/scheduling
- Executed strategies growing revenue 33% annually through sales and customer data analysis

Senior Account Executive

Procter & Gamble

Jan 2008 - Oct 2013 (5 years 10 months)

Guided over 10 wholesalers and 80 SMBs collectively generating \$15M annual revenue

- Drove marketing initiatives resulting in average 20% sales growth for customer base

Education



Universidad Nacional de Luján

Bachelor of Business

Licenses & Certifications



Business Analyst Certification - Microsoft



Certified Product Manager (CPM) - Project Management Institute



Certified Scrum Product Owner (CSPO) - Scrum Alliance



Certified Product Manager (CPM) - Product School



Certified Scrum Master (CSM) - Scrum Alliance

Skills

agile • budgeting • business analysis • business intelligence • concept development • customer relations • customer satisfaction • data analysis • delivery • development