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# Agustin Roig

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## SUMMARY

Results-driven product leader with over 5 years of experience delivering digital solutions across industries. Adept at adopting agile methodologies to streamline processes, cut costs by 30%+, and boost outputs by 25-35%. Passionate about guiding products from ideation to successful launch and expanding impact through people-centric leadership.

## WORK EXPERIENCE

**Product Manager** • Miami, FL, USA • 02/2023 - 09/2023

### LifeWallet

Blockchain Company that provides services enterprises, startups and governments.

- Piloted a mobile app for patients, enhancing medical record access by 30%
- Manage development of a blockchain-based healthcare platform serving over 250,000 patients, enabling real-time eligibility checks, claims processing, and payments
- Automated UI/UX testing in Github, streamlining development cycles 15%
- Increased user satisfaction by 28% through active gathering of user feedback and prioritizing usability fixes.

**Product Manager** • Miami, FL, USA • 02/2022 - 12/2022

### Intervene K-12

Edtech company that provides personalized learning solutions for students.

- Conceptualized data analytics dashboards in Power BI for 200+ schools, lifting retention 5%
- Spearheaded 3 agile teams and oversaw 15 technical resources for timely mobile app launches
- Standardized documentation processes in Confluence, expediting support response times 20%

**IT Project Manager** • Miami, Florida, USA • 10/2018 - 12/2021

### SpaceDev

IT Company that specializes in building software solutions for businesses.

- Administered a \$3M budget for the launch of new product mobile apps, coming in 15% under cost
- Championed iOS/Android app rollouts, augmenting the customer community 12% in 6 months
- Integrated payments API into platform used by 100 SMBs for 1099 contractor invoicing

**Account Manager** • Miami, Florida, USA • 04/2021 - 11/2021

### SpotOn

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

- Drove a 15% increase in sales of POS systems in 2021 through proactive prospecting of new businesses.

**Business Owner** • Miami, Florida, USA • 04/2014 - 06/2019

### Linsaro Co

Convenience Stores that provide products and services to customers

- Supervised convenience store operations, leading a team of 10 employees in delivering exceptional customer service and maintaining store efficiency.
- Executed strategies to grow revenue by 33% annually through sales and customer data analysis.

**Senior Account Executive** • Barcelona, Spain • 01/2008 - 10/2013

**Procter & Gamble**

Multinational Consumer Goods Company

- Guided over 200 wholesalers and 80 SMBs collectively generating \$15M annual revenue
- Curated a portfolio of 20 consumer brands achieving \$30M annual sales

**EDUCATION**

**Bachelor Of Business And Marketing**

National University • LUJAN, Buenos Aires, Argentina

**CERTIFICATIONS**

**Business Analysis Certification**

Microsoft • 11/2022

**Certified Product Manager**

Project Management Institute • 11/2022

**Certified Scrum Product Owner**

Scrum Alliance • 09/2022

**Certified Scrum Master**

Scrum Alliance • 08/2021

**SKILLS**

Product Management, Strategic Planning, Agile Methodologies, Jira, Confluence, SQL, Python, Power BI, Tableau, Mobile Apps, Analytics