

# STEPHEN HOPKINS

(929) 329-9624 | Step\_Hopkins@yahoo.com  
www.linkedin.com/hopstep

## WORK EXPERIENCE

**Essen Health Care** **Bronx, NY**  
**Product Manager** **May 2024 – Present**

- Developed the go-to-market strategy for a new product, collaborating with the CMO, CTO, and Strategy & Operations teams to define positioning, create sales enablement materials, and drive launch readiness across marketing, sales, and development
- Translated strategic initiatives from the product roadmap and stakeholder input into actionable product features, ensuring alignment with healthcare compliance and business objectives
- Collaborated with stakeholders to document clinical workflows and business requirements, shaping product specifications
- Utilized data analytics and user feedback to identify opportunities for product improvements, supporting iterative enhancements that increased efficiency by 30% and drove early internal adoption by 240% post-release

**Innovative-e** (Project Management Consultancy – Microsoft Partner of the Year 2019-2024) **Remote**  
**Product Manager** **May 2023 – May 2024**

- Directed full product lifecycle management, integrating strategic planning, resource allocation, budgeting, and financial reporting to ensure high-quality product delivery aligned with business goals
- Partnered directly with the client's CEO to align product strategy with broader program goals, define release roadmaps, and prioritize backlog items to maximize business impact
- Managed sprint planning and agile execution, synchronizing cross-functional teams to develop, test, and deploy product features, achieving seven on-time releases
- Optimized development team resourcing and workflow, ensuring clear ownership of deliverables across each phase of the product lifecycle, reducing bottlenecks, and accelerating time to market

**Accenture** **New York, NY**  
**Management Consultant – Strategy & Consulting: Products Group** **Mar 2018 – Mar 2023**

- Product Manager – F100 Life Sciences Client (Product Development)**
- Led project planning and backlog grooming efforts, prioritizing previously identified features and enhancements while working with the client to elicit new requirements. Collaborated closely to define release timelines and feature priorities
  - Orchestrated product ceremonies, including sprint planning, daily scrums, sprint reviews, and retrospectives, ensuring smooth communication and continuous improvement within the development process
  - Successfully managed the deployment of 14 releases, collaborating with cross-functional teams to ensure flawless deployments to production environment. Proactively identified and resolved issues immediately, resulting in enhanced UI/UX and system functionality

- Business Analyst – F100 Life Sciences Client (Digital Transformation)**
- Performed a fit/gap analysis of the client's processes and technologies, identifying opportunities for improvement. Recommended a cloud-based digital solution to replace existing technology, demonstrating how it would streamline processes, enhance efficiency, and generate cost savings. The assessment led to two \$5M deals for the implementation phase of work
  - Conducted stakeholder interviews and working sessions to gather and prioritize use cases and future state process requirements. Collaborated with global business leads and product owners to assess capabilities and define high-level user requirements
  - Created process flows and mappings for current and future state processes. Defined and aligned the program strategy, process scope, and ownership. Identified key integration and collaboration points, finalizing the roadmap and delivery plan

- Business Analyst – F500 Life Sciences Client (Web Application Development)**
- Collaborated with UI/UX team to drive development of web application ensuring project milestones were achieved and project plan/roadmap was being followed. Revised UI mockups, wireframes, and prototypes to accurately illustrate web form interface elements, like menus, tabs, and widgets. Tested and troubleshooted UI/UX
  - Led discovery sessions to collect business requirements. Analyzed requirements and converted them into user stories. Hosted daily/weekly scrum meetings. Managed risks, dependencies, and escalations

- Project Manager – F500 Life Sciences Client (Supply Chain Planning Implementation)**
- Developed and managed project plan, timelines, and budgets, effectively coordinating resources and tasks to meet project objectives and deadlines. Drove deliverable completion (40+) utilizing tools (e.g., JIRA, Confluence). Managed RAID log and RACI matrix

## SKILLS

**Product Management:** Project Management, PMBOK, Azure Dev Ops, Atlassian (Jira, Confluence), Agile, Waterfall, Scrum, SDLC  
**Technical:** Microsoft Office, HP ALM, Kinaxis Rapid Response, Service-Now ITSM, OKTA, HTML, CSS, Python, SQL, Tableau

## EDUCATION

**New York University** **New York, NY**  
*Bachelor of Science in Applied Psychology; Minor in Web Programming & Applications*