

Product Manager at a B2B SaaS startup leading a team leveraging AI to help job shop manufacturers quote work efficiently.

## Relevant Experience

### Paperless Parts Boston, MA

**Product Manager II** July. 2024 - Present

**Product Manager I** Feb. 2023 - June 2024

**Interim Associate Product Manager** Jul. 2022 - Jan. 2023

- Leading a team leveraging AI to help job shop manufacturers build Bills Of Materials (BOMs) and extract part requirements from engineering drawings and spreadsheets, expected to expand Paperless Parts' Total Addressable Market (TAM) by over 20%.
- Oversaw a year-long initiative that expanded Paperless Parts' support for large, complex assembly CAD files and unlocked a 40% increase in average Total Contract Value (TCV) through upmarket expansion.
- Led the development of Paperless Parts' multi-component-nesting features, which help sheet metal manufacturers optimize material and labor costs in quoting and drove over 25% of Paperless Parts' H1 2023 growth.

**Product Designer** Jan. 2022 - Jan. 2023

**Product Design Intern** Dec. 2020 - Dec. 2021

- Designed an integrations framework and on-premise software connector that enables enterprise manufacturers to seamlessly connect and interact with external software platforms, supporting 250+ integrations and driving over \$1M in upsell.
- Founded, designed, built and documented Paperless Parts' design system and component libraries, empowering 3 designers and a 30+ member R&D team to autonomously create highly consistent and accessible user experiences.

### IDEO CoLab Cambridge, MA

**Fellow** May. 2020 - Dec. 2020

- Designed a prototype for a new insurance app for Gen Z alongside a team of professional designers and insurance industry representatives.
- Participated in two IDEO make-a-thons, developing prototypes for a sustainable meal-kit service and an AR application facilitating dialogue between residents and city planners.

### Campus Bethlehem, PA

**Co-Founder & Product Manager** May 2020 - Dec. 2020

- Co-founded, designed, and developed Campus--an app that helps connect students with events, groups and engagement on a college campus.
- Lead a partnership with Lehigh University's Student Engagement office to design, plan, and execute Lehigh's Fall 2020 Virtual Club Expo & Livestream through Campus, which garnered over 1400 active users.

## Education

### M.S. Mechanical Engineering

Lehigh University

December 2021

### B.S. Mechanical Engineering & Product Design

Lehigh University

May 2021

## I'm interdisciplinary

### Product Management

- Autonomous product owner
- SQL-enabled, data-driven decision maker
- Dynamic and empathetic leader
- Excellent writer and communicator

### Product Design

- Figma & design system veteran
- User research expert
- Prototyping savant

### Software Engineering

- Full stack engineer & React expert
- Component library author
- Accessible HTML & CSS wizard

### Mechanical Engineering

- Trained industrial designer
- NOCTI CAD certified
- Excel wizard

### Fun Facts!

- Scuba certified
- Jazz pianist
- Hobbyist game designer