

Sean L. Adams, MBA

Raleigh, NC · 303.704.8989 · SeanLAdams@gmail.com · linkedin.com/in/SeanLAdams · SeanLAdams.com

Visionary Leadership · Product Authority · Growth-Driving Strategist

Cultivating best-in-class teams committed to accelerating product performance and optimizing user experiences.

Impressive 14-year product management career, soon-to-be Director of Product. Building brand loyalty for multimillion-dollar companies by developing world-class digital products. Cost-conscious product management expert creating customer and business value through unique mobile and desktop applications. Leverages innate interpersonal strengths to establish relationships and collaboration underscored by trust. Exceptional at conceptualizing, planning, communicating, and executing end-to-end product development to achieve users' vision and exceed expectations. Proven leader with people management experience mentoring product teams and organizations to drive business goals successfully.

Core Competencies and Notable Career Impacts

- ⇒ Catalyze product innovation, **expertly trimming product backlog by 60%**; meticulously mapping user stories and collaborating with customers to successfully deliver 100s of products and enhancements to market.
- ⇒ After process and product analysis, **cut wasteful practices by 40%** and streamlined focus areas to accomplish \$150K cost savings.
- ⇒ Transformed seven international products into **industry-leading top-grossing mobile applications, earning "Top 3"** on the iTunes App Store.
- ⇒ **Outperformed expected product release timeframe by 63%**, producing maximum time-cost savings.
- ⇒ Implemented a prioritization model that **cut non-critical enhancements by 50%**, delivering superior product value aligned with customer expectations.
- ⇒ **Oversaw patient-critical health informatics product suite**, enabling safe medication decisions and minimizing adverse drug reactions for 1,000s of patients globally.
- ⇒ Boosted product release efficiency, **achieving a 58% increase in radiology product enhancements in 12 months**.

Leadership

- Executive Collaboration
- Vision and Innovation
- Customer Focus
- Cross-functional Collaboration
- People Management

Product Management

- Product Design & Performance
- Translation and Liaison
- Technical Product Management
- Product Marketing
- Roadmap Planning & Execution
- B2B & B2C SaaS Expertise

Business Solutions

- Software Development Lifecycle
- Agile Methodology
- Strategic Business Focus
- Product Development
- Competitive Analysis

Skills and Technical Proficiencies: Jira/Confluence, Microsoft, Salesforce, Agile, Communications Expert, Budget/Project Management, SAFe, Pragmatic Marketing, Vendor Management, Marketing Strategy, Live Ops, Digital Product Management

Professional Experience: Product Management Career – 2007 to Present

Expertly lead and mentor cross-functional product teams to deliver competitive digital products and manage product lifecycle from ideation to sunset. Achieve strong software user adoption of internal and external products by creating product roadmaps, strategic objectives, and vision and prioritizing user experience needs. Oversee mission-critical components of the product development lifecycle and establish user, engineering, and executive leadership feedback loops for continuous improvement. Leverage business goals and insights to define product priorities, set performance targets, and create scalable backlog management processes.

Envision Healthcare – Remote (01/2019 to Present) | Group Product Manager

Directs 9 Product Managers · Create and manage a \$5M product vision & roadmap for AI-capable software.

- ⇒ Champion development of a radiology platform with multi-million patient care reach, directly enhancing healthcare and **accelerating critical care efficiency by 6.7%**.
- ⇒ Hired a high-performing product team and stabilized operations during organizational restructuring, **increasing team production by 10%**, reducing change aversion, and increasing collaboration with engineering.
- ⇒ Used creative and analytical skills to identify opportunities, define product strategy, and create and execute a product vision and roadmap while contributing to enterprise-wide strategic planning.

TTEC – Englewood, CO (12/2017 to 01/2019) | Senior Product Marketing Manager

Led 4 Product Owners · Optimized marketing for healthcare vertical · Established cost-saving initiatives.

- ⇒ **Launched first-for-the-company market research initiative**, created marketing collateral for sales enablement, and retained 99% of accounts post-merger and acquisition.
- ⇒ **United customer insights with product team execution** through transparency and clarity in communication.
- ⇒ Built sustainable product backlog **rescuing more than \$250K in operational expenses** by realigning engineering and product teams to a new product vision after analyzing user data, market trends, and product requirements.
- ⇒ **Team Leadership and Development**: Hired an entire Product Team and fostered continuous collaboration to deliver end-to-end product solutions by partnering with multidisciplinary teams of sales, engineers, marketers, and analysts.

UnitedHealth Group | Optum (05/2017 to 12/2017) – Broomfield, CO | Product Management Consultant

Supervised onshore/offshore teams · Launched member portal · Reduced process waste

- ⇒ **Expedited turnaround of member portal**, exceeding customer expectations and cutting delivery time by 63%.
- ⇒ **Exposed business-critical backlog issues and cultivated collaboration to reform a six-team backlog** across three companies, working with engineering teams and vendors, both on and offshore, to identify and remove 60% of unnecessary features, utilizing trends in data.
- ⇒ Defined product requirements, prioritized features, provided business guidance, and performed acceptance testing for newly developed software and enhancements to existing products.

Truven – Greenwood Village, CO (05/2015 to 05/2017) | Product Manager

Delivered 7 international mobile products to market · Controlled Systems Development Life Cycle

- ⇒ **Enhanced product team satisfaction rates within the organization** by closing feedback loops and collaborating cross-functionally with support and engineering teams to execute improvements.
- ⇒ **Successfully transformed flagship desktop products into a suite of top-grossing mobile apps on iTunes.**
- ⇒ Oversaw numerous product sets with various delivery platforms; online, flat file, API, mobile, and integrated EHR.

Education and Certifications

Master of Business Administration (MBA)

Liberty University – Lynchburg, VA

Bachelor of Science in Psychology

Liberty University – Lynchburg, VA

Scaled Agile Framework – SAFe 4.0 Agilists

Rally Agile University – Scrum Product Owner Training

Pragmatic Marketing – Product Management Certified Level II (PMC-II)