

# Sean L. Adams, MBA

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## 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, building brand loyalty for multimillion-dollar companies by developing world-class products. Cost-conscious product management expert creating customer and business value through unique mobile and desktop applications. Leverage innate interpersonal strengths to establish relationships underscored by trust. Exceptional at conceptualizing, planning, and executing end-to-end product development to achieve users' vision and exceed expectations.

### Core Competencies and Notable Career Impacts

- ⇒ Catalyze product innovation, **expertly trimming product backlog by 60%**; meticulously mapping user stories and collaborating with customers to deliver 100s of products and enhancements to market successfully.
- ⇒ Deploy Lean strategies; **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 prioritization model that **cut non-critical enhancements by 50%**, delivering superior product value in alignment 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 58% increase in radiology product enhancements in 12 months**.

#### Leadership

- Executive Collaboration
- Vision and Influence
- Customer Focus
- Cross-functional Collaboration

#### Product Management

- Product Design & Performance
- Go-to-Market Plans
- Technical Product R&D
- Multichannel Product Marketing
- Roadmap Planning & Execution
- B2B & B2C SaaS Expertise
- OKRs & KPIs

#### Business Solutions

- Software Development Lifecycle
- Agile Delivery Methodology
- Strategic Business Focus
- Business Development
- Competitive Landscape Research

**Skills and Technical Proficiencies:** Jira/Confluence, CA Agile (formerly Rally), Trello, Monday, G-Suite, Microsoft Office Suite, Airtable, Salesforce, Slack, Teams, Figma, Mobile App Development, Scaled Agile Framework, and Pragmatic Marketing

### Professional Experience: Product Management Career – 2007 to Present

Expertly lead cross-functional teams to deliver competitive products and manage product lifecycle from inception to completion. Achieve strong software user adoption of internal and external products by designing precise roadmaps, blueprinting vision, strategic objectives, direction, and priorities. Oversee mission-critical components of product development lifecycle and establish feedback loops for continuous improvement. Leverage Agile methodology to groom product backlogs by defining priorities and setting performance targets, creating scalable backlog management processes.

## **Envision Healthcare – Denver, CO | Senior Product and Program Manager**

**Direct 9 Product Owners and UX/UI specialists · Assembled \$5M product roadmap for AI-capable software**

- ⇒ Champion development of radiology product suite with multimillion-patient care reach, directly enhancing healthcare and **accelerating critical care efficiency by 6.7%**.
- ⇒ Stabilized operations during organizational restructure, **increasing team production by 10%** and reducing change aversion.

## **TTEC – Englewood, CO | Senior Product Marketing Manager**

**Led 4 Product Owners · Optimized marketing for healthcare suite · 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 analyzing use cases and product requirements to realign product vision.
- ⇒ **Team Leadership and Development**: Fostered continuous collaboration to deliver end-to-end product solutions by partnering with multidisciplinary teams of developers, engineers, marketers, and analysts.

## **United Healthcare Group | Optum – Broomfield, CO | Product Manager**

**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 six-team backlog** across three companies, working with engineers to identify and remove 60% of unnecessary features.
- ⇒ 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 | Product Manager**

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

- ⇒ **Enhanced product team satisfaction rates within organization** by closing feedback loops and collaborating cross-functionally with support and development teams to execute improvements.
- ⇒ **Successfully transformed flagship desktop products to top-grossing 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)**