

Sean L. Adams, MBA

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Visionary Leadership · Product Authority · Growth-Driving Strategist

Building world-class teams to drive product excellence, accelerate performance, and optimize user experiences.

Impressive 15-year product management career building and developing world-class digital products for industry-leading companies in the healthcare, financial, and insurance industries. Cost-conscious product management expert creating customer and business value through unique PaaS and SaaS offerings. Builds trust-based relationships and fosters collaboration through strong interpersonal skills. Exceptional at conceptualizing, planning, communicating, and executing end-to-end product development to achieve the users' vision and exceed business expectations. Proven leader mentoring product and IT organizations to achieve business goals.

Skills and Achievements

- **Product Innovation:** Trimmed product backlog by 60% unblocking previously stalled teams delivering 100s of products and enhancements to market. – Envision Healthcare
- **Cost Reduction:** Saved \$800K+ by identifying critical needs and implementing cost-effective solutions. – Allianz Life
- **Market Success:** Transformed seven international digital products into top-grossing mobile applications earning “Top 3” on the iTunes App Store. – Truven Health Analytics
- **Efficiency:** Outperformed expected product release timeframe by 63% maximizing time-cost savings. – Optum
- **Healthcare Impact:** Oversaw patient-critical health informatics products minimizing adverse drug reactions for 1000's of patients globally. – Truven Health Analytics
- **Operational Excellence:** Organized programs around operational and product efficiencies creating transparency in transformation through introducing new processes and an Agile SDLC. – Envision Healthcare

Leadership

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

Product Management

- Product Design & Performance
- Roadmap Planning & Execution
- B2B & B2C SaaS Expertise

Core Skills

- Software Development Lifecycle (SDLC)
- Agile Methodology
- Strategic Business Focus
- Competitive Analysis

Professional Experience

Allianz Life – Minneapolis, MN

Director of Product Management

04/2024 to Present

Leads the intersection of business and technology to advance the company's strategic operational objectives, overseeing multiple product teams supporting life insurance product innovations and operational efficiencies.

- Leading high-functioning teams to execute a multi-million-dollar technology modernization initiative.
- Discovered \$800K+ in cost savings by focusing enhancements on critical needs and eliminating unnecessary requirements within the first 3 months of onboarding.
- Leading cross-functional teams to create cutting-edge software solutions that drive operational efficiency and align with strategic goals.

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Envision Healthcare – Raleigh, NC **Senior Group Product Manager**

01/2019 to 04/2024

Led the Revenue Ops Product Mgmt. Org · Created and executed a high achieving multi-year product vision.

- Spearheaded transformation of financial/revenue operations IT by establishing and leading a Product Management organization.
- Championed development of a radiology platform, enhancing critical care efficiency by 6.7%.
- Hired and developed high-performing product managers, increasing team production by 10%.

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

12/2017 to 01/2019

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

- Launched a market research initiative, created marketing collateral for sales enablement, and retained 99% of accounts post-M&A activity.
- Rescued over \$250K in operational expenses by realigning engineering and product teams to a new product vision.

Optum – Broomfield, CO **Product Manager / Consultant**

05/2015 to 12/2017

Supervised onshore/offshore teams · Accelerated member portal launch by creating a user focused roadmap.

- Expedited turnaround of member portal, cutting delivery time by 63%.
- Successfully launched an experimental integrated system combining health insurance and providers within an impossible delivery window.

Truven Health Analytics – Greenwood Village, CO **Technical Product Manager**

05/2013 to 05/2015

Delivered 7 international mobile products to market · Managed informatics product delivery across cloud, desktop, mobile, and physical media.

- Increased product team satisfaction ratings 30%, by creating feedback loops and cross-collaborating.
 - Transformed flagship digital products into top-grossing mobile apps on iTunes.
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Education and Certifications

MBA, Master of Business Administration Liberty University – Lynchburg, VA

Bachelor of Science in Psychology Liberty University – Lynchburg, VA

Scaled Agile Framework – SAFe 4.0 Agilists

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

Rally Agile University – Scrum Product Owner
Training