

# Sean L. Adams, MBA

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## Visionary Leadership · Product Authority · Growth-Driving Strategist

Driving multi-million-dollar revenue growth, transforming product organizations, and aligning product innovation with corporate strategy.

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Proven track record of leading world-class product teams to build and scale SaaS/PaaS solutions that optimize operations and accelerate business performance. Adept at aligning product strategy with revenue goals, executing digital transformations, and fostering C-suite and investor engagement. Experienced in navigating complex enterprise environments across healthcare, fintech, and insurance sectors to drive competitive advantage and sustainable growth.

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## Skills & Strategic Competencies

- **Executive Product Strategy** – Aligning product vision with revenue growth and market expansion goals
- **P&L Ownership & Business Growth** – Driving top-line revenue, cost efficiency, and competitive success
- **Enterprise Digital Transformation** – Leading large-scale SaaS and cloud modernization initiatives
- **C-Level Stakeholder Influence** – Aligning strategy, clarifying priorities, and driving product decisions across the organization
- **AI & Data-Driven Innovation** – Leveraging AI/ML to elevate customer experience and operational intelligence
- **Agile & Cross-Functional Leadership** – Leading global teams across engineering, design, and business functions

## Core Competencies

### Leadership & Strategy

Executive Collaboration · Vision & Innovation · Cross-functional Team Building  
Customer-Centric Mindset · People Management · Strategic Business Alignment

### Product Management

Roadmap Planning & Execution · B2B & B2C SaaS Expertise · Product Design & Performance  
Agile SDLC · Platform Modernization · Product-Org Design & Development

### Technical & Analytical

Agile / SAFe / Scrum Methodologies · Competitive & Market Analysis  
Systems-Level Product Strategy · KPI-Driven Prioritization · AI-Driven Product Strategy

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## Professional Experience

**Allianz Life** – Minneapolis, MN

**Director of Product Management**

04/2024 to Present

Owns **product vision and execution** for a multi-million-dollar Annuity & Life Insurance technology portfolio, driving **revenue growth and operational transformation**. Partners with **C-suite** to align **product investments** with strategic objectives and **P&L goals**.

- **Led an enterprise-wide digital transformation**, optimizing platform scalability and unlocking **\$800K+ in operational savings** while driving revenue-generating enhancements.
- **Spearheaded multi-million-dollar technology modernization** to future-proof product operations and expand market capabilities.
- **Drove product investment strategy and execution**, influencing corporate strategic priorities and long-term growth initiatives.

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

01/2019 to 04/2024

Built and scaled a **high-performance Product Management organization**, driving **revenue optimization, cost reduction, and led a company-wide modernization** initiative of legacy systems.

- **Transformed RCM and financial operations IT** by building the product organization and rationalizing platforms to **improve efficiency and reduce technical overhead**.
- **Developed and launched multiple radiology platforms and enhancements**, improving critical care efficiency by **6.7%**
- **Hired and mentored a high-performing product team**, increasing team production by **10%**.

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

12/2017 to 01/2019

Led **product and marketing strategy** for a healthcare-focused business unit, **drove 99% customer retention** post-acquisition through proactive engagement and alignment.

- **Realigned engineering and product teams**, saving **\$250K in operational expenses** while increasing platform adoption.
- **Developed new sales enablement strategies**, enhancing B2B pipeline efficiency and accelerating client acquisition.
- **Developed a healthcare chatbot** solution for client-partners, automating low-value interactions and reducing support costs.

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

05/2015 to 12/2017

Oversaw **enterprise SaaS product initiatives**, accelerating market deployment and adoption.

- **Launched a new Member Portal 5 weeks ahead of schedule**, improving user engagement.
- **Launched a health-tech integration** that combined health insurance and primary care into a member-centric, wellness-focused model **to improve patient outcomes**

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

05/2013 to 05/2015

Managed a global portfolio of **Health Informatics** products, leading to **top mobile app successes** on iTunes.

- **Transformed flagship digital health products into top revenue drivers**, securing “Top 3” rankings on the **iTunes App Store**.
  - **Boosted team satisfaction scores by 30%**, improving retention and cross-functional collaboration.
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## Education & Certifications

### Education:

- **MBA, Master of Business Administration** – Liberty University
- **Bachelor of Science in Psychology** – Liberty University

### Certifications:

- **SAFe 4.0 Agilist**, Scaled Agile Framework
- **PMC-II – Level II Certified**, Pragmatic Marketing
- **Scrum Product Owner**, Rally Agile University