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## TIMOTHEE CHALAMET

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### CHIEF PRODUCT OFFICER

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An intrepid thought leader who is revolutionizing product development and design by acting with vision, integrity, and grit. Posted an increase of 20% in revenue growth for Trulioo, while its global identity platform launched with a 65% adoption by new customers within the first 9 months. Fluent in product strategy, revenue streams, portfolio diversification, marketing and sales, blends business savvy with technological acumen. Product evangelist, built and nurtured a team of 30 product managers and designers from scratch. Defines pricing and competitive positioning with a trained eye on market dynamics and customer needs, ensures IT remains scalable, reliable, secure, and high-performing. A motivational manager and empathetic mentor, fosters a DEI culture and nurtures relationships on all levels based on respect and mutual admiration, agrees with Simon Sinek: "Leaps of greatness require the combined problem-solving ability of people who trust each other."

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### SKILLS

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Agile & Scrum | AI/BI | Analyst Relations | Annual Operating Plans | B2B SaaS Platforms | Interpersonal Communication | IT | Leadership | M&A | Management | Market Research | Marketing | Mentor/Coach | Microsoft Office | OKR & KPI | Pipeline | Presentations | Pricing & Packaging | Process Improvement | Product Design | Product Lifecycle Management | Product Operations | Project Management | Recruiting | Revenue | Risk Mitigation | Roadmap | Team Building | UX

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### PROFESSIONAL EXPERIENCE

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COMPANY | SAN DIEGO, CA & VANCOUVER, BC

12/2021 - 01/2024

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#### CHIEF PRODUCT OFFICER

Led 30 product managers and designers on groundbreaking product development and design. Ran \$6M budget and shared P/L. Architected product strategy, diversified revenue streams, bolstered financial resilience and market standing. Established customer advisory board and strategic direction for inaugural AI/ML powered product, a beta program for consortium-based fraud and risk signal, and prototype development of next-generation flagship identity product. Cultivated analyst relationships, used feedback to influence product strategy, features and roadmap.

#### *Transition 2 lagging products into one cohesive platform integrated into a more inclusive system.*

- ▶ Executed and integrated M&A strategy for portfolio diversity that formed the core of the new platform.
- ▶ Worked with marketing on product strategy for branding, website, revenue enablement, and training.
- ▶ Led a strategic pivot to a platform-based approach, collaborated with CTO on implementation.
- ▶ Reorganized, hired, and fired product design and development teams to produce a top-flight staff.
- ▶ Replaced vendor technology with internally developed AI technology for more control over results.
  - ✓ **Posted an increase of 20% in revenue growth.**
  - ✓ **Developed and implemented a product roadmap, leading to 20% revenue growth.**
  - ✓ **Increased multi-product sales 2X by integrating all offerings into identity platform.**
  - ✓ **Global identity platform launched with a 65% adoption by new customers within the first 9 months.**
  - ✓ **Changed the mid-marketing pricing and packaging, which resulted in a 30% margin improvement.**

COMPANY | SAN DIEGO, CA

09/2019 – 12/2021

**VP, PRODUCT MANAGEMENT**

Managed 20 product managers and oversaw a \$4M budget and shared P/L. Conducted presentations and inked pitch deck on product strategy for C-suite and BOD. Collaborated with CTO on engineering, roadmap, and new features. Worked with product marketing on customer acquisition collateral and assets. Supervised acquisition due diligence from a product POV. Led global identity product line, automated and agent assist document authentication, biometric face comparison with server-side passive liveness, on-device iOS, Android and Web SDKs for image capture and NFC, and multi-modal biometric identity authentication, all of which was occurring during the COVID pandemic.

***Improve unit economics with automation and less dependency on human resources; increase margins/lower COGS.***

- ▶ Rebuilt product management organization focused on people, roadmap, and cross-functional systems.
- ▶ Aligned machine-learning research to develop data pipelines, identified and instituted product metrics.
- ▶ Created model governance processes for customer risk management compliance.
- ▶ Retooled, redesigned, and implemented new customer support process to leverage customer feedback.
  - ✓ Digital identity-verification revenue grew a strong 30% YOY.
  - ✓ Increased daily transactions for SaaS volume 360% during COVID.
  - ✓ Added award-winning AI-based voice and face biometrics liveness-detection technology.

COMPANY | SAN DIEGO, CA

09/2013 – 03/2019

**VP OF PRODUCT MANAGEMENT, SR. PRODUCT MANAGER | 01/2018 – 02/2019****SR. DIRECTOR, PRODUCT MANAGEMENT | 01/2017 – 01/2018****DIRECTOR, PRODUCT MANAGEMENT | 07/2014 – 01/2017****SR. PRODUCT MANAGER | 09/2013 – 07/2014**

Created and led 20 product and project managers and product owners on executing the complete product life cycle of B2C MarTech platform, data-driven omni-channel campaigns, BI dashboards, on-demand SaaS features. Ran data integration, launch, product life cycle of automotive service, sales, marketing with \$100M revenue.

***Define protocols for customers to operationalize the XYZ platform to help drive sales and build brand loyalty.***

- ▶ Built and released marketing programs for Fortune 100 companies.
- ▶ Aligned to OEM strategy by developing Connected Car / IoT blueprint.
- ▶ Incorporated telematics data and subscription messaging as component of owner and service marketing.
- ▶ Promoted relationship building with customers to develop a regular cadence of communication.
- ▶ Introduced production management tools to build, direct, and communicate project roadmaps.
  - ✓ Programs generated over \$100M in revenue.
  - ✓ Posted a 100% adoption of OEM programs by dealership.

**EDUCATION**

National University | San Diego, CA | Information Technology (Degree?)