David Stone

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Summary

Technical Product Manager with experience in product, strategy, and managing teams. Jack of all trades who uses data and decision science to grow businesses. In my free time, I work on personal projects, making art, and taking online courses to learn new skills.

Experience

Indeed Inc, Austin, TX
Technical Product Manager   *Sep. 2018-present*

- Orchestrated global hybrid teams of engineers, designers, UX researchers, data scientists, and content writers to create and scale web and mobile products that will grow Indeed's core brand and co-branded businesses both nationally and internationally
- Owned resume tools and brands including Resume.com, helping tens of thousands of job seekers a week get jobs while generating a consistent 30% QoQ growth in organic traffic on newer products
- Pioneered an efficient and cost-effective offshore development model and reduced CPA by 87%
- Created python scripts that created and managed SKAG SEM campaigns against a $500,000 budget increasing conversion rates by 30%
- Analyzed large data sets to uncover business insights, solve business problems, and roadmap OKRs

Ibotta Inc, Denver, CO
Data Monetization Intern   *May. 2017-Aug. 2017*

- Used data to expand data offerings and prioritize new partnership efforts
- Programmed a model using R that uncovered 3% more fraudulent accounts
- Modeled a net positive charitable aspect to the app that stands to generate $75,000 for charity

Camp Kesem, Pittsburgh, PA
Director   *Dec. 2014-Aug. 2018*

- Established a nationally backed nonprofit in its first year at CMU and served 120 children who had been affected by parent's cancer
- Lobbied and structured a $200,000 grant that was used to start a new chapter at a different school

Education

Carnegie Mellon University, Pittsburgh, PA

Tepper School of Business

Bachelor of Science in Business Administration   *May 2018*

Accomplishments: Dean's List, UCC Case Competition Winner, Sabre Marketing Simulation Winner

Affiliations: Phi Delta Theta (ΦΔΘ)

Skills

Technical:

- Web Development: Python, Django, React, AWS Certified Solutions Architect Certification
- Data Analytics: Pandas, SQL, R, Creating KPI Dashboards

Personal: Bilingual in Spanish, Digital Marketing, SEO, SEM, UX/UI Design, Presenting to Stakeholders