

Andrew G. Mang

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Staff Product Manager

Results-driven Leader with Over 12 Years of Experience in Technical Product Management & Operations

Highly driven, motivated and experienced technical product and marketing manager offering high-level expertise in product and project management, strategic planning, and global business growth. Proven track-record of successfully ideating, developing, and deploying technical solutions aligned to diverse organizational objectives with a focus on designing creative solutions, key stakeholder management, and continuous process improvements. Deep technical expertise combined with an understanding of the importance of highly effective technical and cross-functional leadership across all solution implementations and initiatives. Collaborative technical leader continually focused on building relationships to support highly effective teams, increasing productivity, and improving outcomes. Individual dedicated to self-reflection and personal improvement who consistently exceeds performance metrics.

CORE COMPETENCIES

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|--------------------------|----------------------------------|---------------------------|
| ◆ Project Management | ◆ Technical Product Management | ◆ Market Research |
| ◆ Training & Development | ◆ Presentations & Communications | ◆ Financial Modeling |
| ◆ Stakeholder Management | ◆ Cross-functional Leadership | ◆ Efficiency Improvements |
| ◆ Change Management | ◆ Product Strategy & Marketing | ◆ Data & Analytics |

PROFESSIONAL EXPERIENCE

- | | |
|--|-----------------------|
| Walmart Global Tech | 2023 – Present |
| Staff Product Manager | 2024 - Present |
| Senior Product Manager | 2023 - 2024 |
| <ul style="list-style-type: none">▶ Acted as a staff product manager overseeing the development of strategic data privacy compliance solutions and collaborating with 30+ stakeholders to ensure regulatory compliance, contributing to \$531B in overall revenue.▶ Developed technical requirements for enterprise-wide back-end privacy architecture, supporting 10,000 individual inquiries per year and minimizing the risk of data breaches.▶ Spearheaded a compliance roadmap for Sam's Club's enterprise-wide data platform, facilitating sprints, backlog audits, and daily standups, providing recommendations to key stakeholders, and saving \$2.6B in risks for a \$80B retail client.▶ Led a critical compliance initiative, including discovery sessions with 200 associates, formulating technical requirements for 30+ products for Sam's Club, impacting 2 million customers, and safeguarding over \$90B in revenue.▶ Created user stories and requirements for 70+ technical teams across front-end and back-end systems, implementing data privacy compliance measures aligned with business objectives, and improving workflow efficiency by 80%. | |
| Andrew Mang LLC | 2020 – 2023 |
| Senior Technical Product Manager | |
| <ul style="list-style-type: none">▶ Oversaw and founded a consultancy firm focused on growth advisory and technology commercialization with 10+ clients, by performing go-to-market analysis and market research across 30+ countries, for \$300MM+ USD projects. | |

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- ▶ Performed scenario analysis related to regulatory approval and varying customer demands and advised C-Suite leadership on strategy, resulting in guiding investment decisions of \$200MM USD.
- ▶ Built an end-to-end production model for innovative product by collaborating with 10+ leaders across cross-functional teams, providing leadership with intimate understanding of all the moving pieces of client business.
- ▶ Strengthened client negotiating position for a \$500K development agreement with co-development partner by successfully performing TAM analysis and identifying alternative market segments for a new software product.
- ▶ Managed production and published inaugural ESG report over a 6-month period by collaborating closely with 30+ people across the leadership team, subject matter experts, and the marketing team.

Aswanet Rwanda, Ltd.

2017 – 2020

Co-founder & Chairman

- ▶ Delivered world-class engineering and consulting services to dozens of African and Western enterprise clients by managing multicultural team of 10+ team members that combined local knowledge with international best practices.
- ▶ Analyzed go-to-market feasibility thoroughly and provided strategic clarity to leadership team by performing on-the-ground market assessments in 7 developing and post-conflict states in Africa.
- ▶ Served as subject matter expert in guiding multiple \$100MM+ capital investment decisions to drive business development by completing water resource risk assessments for 20+ prospective investment sites.

Yext, Inc.

2012 – 2017

Marketing & Business Analyst

- ▶ Drove over 2,000 qualified leads every week by performing data analysis and conducting online marketing, including A/B tests, email marketing, paid search campaigns, and front-end development for over 100 different marketing funnels.
- ▶ Managed technical integrations with 7 email service providers, ensuring over 99% uptime for email marketing system, while sending over 200k emails daily, generating over \$1.5MM annual revenue from email marketing.
- ▶ Collaborated with legal, finance, strategy, & marketing departments to renegotiate contracts with 30+ strategic partners, saving +\$500k annually, and saved +500 hours weekly by implementing software such as HubSpot & Salesforce.

COMMUNITY & LEADERSHIP ENGAGEMENT

Grand Challenges Scholars Program

2022 – Present

Director of Communications

National Academy of Engineering

2020 – 2021

Executive Committee Member, COVID-19 Call for Engineering Action

EDUCATION & TECHNICAL SKILLS

Bachelor of Science in Engineering, Mechanical Engineering & Economics – Duke University, Summa Cum Laude
JIRA, Confluence, SharePoint, Figma, SQL, HTML, CSS, Salesforce, HubSpot, Microsoft Office Suite, Google Suite
English (Fluent), Turkish (Intermediate), Spanish & French (Beginner)