

Filip Ryan

Senior Product Manager

Dallas · TX · US

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Summary

Strategic Senior Product Manager with 12 + years of end-to-end product lifecycle ownership for tangible, high-margin industrial goods. Proven record of driving double-digit revenue growth, slashing time-to-market, and optimizing procurement and vendor relationships. Adept at translating market insights into executable roadmaps, leading cross-functional teams (engineering, marketing, sales, finance), and delivering measurable financial performance. Passionate about data-driven decision-making, stakeholder communication, and building high-performing product cultures.

Experience

Apex Manufacturing Solutions

Senior Product Manager | 01 Oct 2022 – Present

- Own full P&L; for a portfolio of three high-precision CNC machines generating \$45 M annual revenue; accountable for roadmap, pricing, and market positioning.
- Led a cross-functional squad of 8 (engineers, marketers, finance, supply chain) to launch Product X300, delivering 30 % YoY revenue uplift and expanding market share by 8 % in the first 12 months.
- Implemented a data-driven demand forecasting model that improved forecast accuracy from 72 % to 87 %, reducing excess inventory by 15 %.
- Negotiated new vendor contracts, achieving \$2.3 M cost savings over three years while improving on-time delivery from 88 % to 96 %.
- Designed and delivered a company-wide product knowledge training program (30+ sessions) that decreased sales ramp-up time by 25 %.

Apex Manufacturing Solutions

Product Manager | 01 Jan 2018 – 01 Oct 2022

- Managed end-to-end development of two new product lines (industrial grinders and automated loading systems) with a combined ARR of \$22 M.
- Spearheaded Agile transition, reducing average feature cycle time from 9 months to 7 months (≈ 22 % faster).
- Conducted quarterly market-trend workshops with sales & marketing, informing positioning that lifted lead conversion rates from 12 % to 18 %.
- Established KPI dashboard in Tableau for real-time financial tracking; insights drove \$1.1 M cost avoidance for component sourcing.

Apex Manufacturing Solutions

Associate Product Manager | 01 Jun 2016 – 01 Jan 2018

- Assisted senior leadership in defining product specs for the flagship 'TurboPro' series, contributing to a 15 % increase in unit sales.
- Coordinated prototype testing with engineering, shortening validation phase by 20 % via lean test-plan redesign.
- Managed daily communications with 4 external suppliers, ensuring compliance with ISO9001 standards.

Orion Industrial

Product Development Engineer | 01 Apr 2012 – 01 May 2016

- Designed mechanical components for heavy-duty presses, delivering \$4 M in cost reduction through material substitution and manufacturability improvements.
- Implemented DFMA (Design for Manufacture & Assembly) practices that reduced assembly time by 18 %.
- Authored technical specifications and test procedures adopted across three product families.

Meridian Consulting

Business Analyst | 01 Jan 2008 – 01 Mar 2012

- Analyzed supply-chain performance for Fortune500 manufacturing clients; recommendations resulted in average 12 % logistics cost reduction.
- Developed financial models for capital-expenditure projects, influencing investment decisions of > \$30 M.

Meridian Consulting

Junior Analyst (Intern) | 01 Jun 2006 – 01 Dec 2007

- Supported senior analysts with data extraction and report generation for market entry assessments.

Education & Training

MBA, Marketing & Operations

University of Texas at Austin – McCombs School of Business
01 Jan 2013 – 31 Dec 2015

Bachelor, Mechanical Engineering

University of Illinois at Urbana-Champaign
01 Jan 2002 – 31 Dec 2006

Skills

Available upon request.

Product Management & Strategy, Project & Program Leadership, Market & Demand Forecasting, Procurement & Vendor Management, Financial Acumen, Data & Analytics, Customer & User Research, Communication & Presentation, Technical & Toolset, Leadership & Soft Skills

Languages

English | – Present

Native speaker

Spanish | – Present

Conversational

Certifications

Certified Scrum Product Owner (CSPO) | 2020-01-01

Scrum Alliance

Project Management Professional (PMP) | 2019-01-01

PMI

Six Sigma Green Belt | 2018-01-01

ASQ

Awards

Revenue Growth | 2023-01-01

Drove \$15 M incremental revenue in the first year after launching the X300 product line.

Time to Market Reduction | 2023-01-01

Cut average time to market for new features from 9 months to 7 months (22 % faster) through Agile adoption.

Cost Savings | 2023-01-01

Negotiated supplier agreements achieving \$2.3 M in cost avoidance and improved on-time delivery to 96 %.

Forecast Accuracy | 2023-01-01

Elevated demand forecast accuracy from 72 % to 87 %, decreasing excess inventory by 15 %.

Market Share Expansion | 2023-01-01

Grew market share in the CNC segment by 8 % within 12 months of product launch.

Training Impact | 2023-01-01

Implemented product knowledge curriculum that reduced average sales force ramp-up time by 25 %.

Interests

Industrial design innovation, data visualization, marathon running, vintage motorcycle restoration | – Present

References

References