

Solomon Sogunro

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CAREER BACKGROUND

- Product manager led development and launch of behavior detection feature in [SOC platform](#) resulting in \$1.5M revenue
- Prioritized features and initiatives that generated \$10M via data monetization, telematics & subscription fees for [OnStar](#)
- Uncovered customer pain points and continuously improved product security that elevated NPS from 45 to 68

RECENT EXPERIENCE

Senior Product Manager – Security Operations Center (SOC)

CyberLockX | Atlanta, GA | Oct 2024 - present

Defined a vision for a behavior detection feature in the SOC platform, integrating AI and ML for real-time threat detection and predictive analysis with User & Entity Behavior Analytics (UEBA), addressing SMB cybersecurity needs.

- Cut delivery timelines from 12 to 7 weeks for a new SOC feature
- Reduced incident response times from 4 hours to under 2 hours; analysts handled 50% more cases
- Increased average customer revenue to \$1.5M

Senior Product Manager

Nissan Motor Corporation | Atlanta, GA | Aug 2023 - Apr 2024

Focused on outcome-driven product management, where success is measured by meaningful customer and business outcomes rather than just outputs or features when enhancing DBS platform integration with Cox Automotive's vAuto.

- Reduced inventory-related [cybersecurity incidents](#) from 15 to 2 per month by implementing secure data handling
- Integrated predictive AI in dealer systems, boosting efficiency and securing \$20M/year
- Launched used-parts marketplace, increasing reusability by 20% and saving \$3.4M/year

Technical Product Manager

General Motors | Atlanta, GA | Aug 2021 – Apr 2023

By boosting customer success on the OnStar platform through personalized support, creating a “flywheel” effect where satisfied customers became advocates. This led to increased referrals, improved retention, and user growth, driving long-term business success.

- Increased adoption by 15%, generating \$10M in revenue
- Elevated NPS from 45 to 68 and reduced security incidents by 30%
- Cut security incidents by 30% with enhanced cybersecurity measures for customer data and vehicle systems

Product Manager

Fiserv | Atlanta, GA | Jan 2021 – Aug 2021

Applied the “jobs-to-be-done” framework to identify customer problems and design a [privacy-centric payment platform](#).

- Improved retention by 20% and minimizing cost of \$300,000 by enhancing IVR and anti-fraud systems

Product Manager

Verizon | Atlanta, GA | Aug 2019 – Jun 2020

Started with the desired outcomes to define strategies, milestones, and roadmaps needed to achieve them.

- Reduced fraud losses by \$2M annually with [AI-based cybersecurity](#) anti-fraud systems

Program Analyst

U.S. Federal Government | Washington, DC | 2010 –2018

Managed compliance, risk-based security, incident response coordination, and continuous monitoring in overseeing the implementation and adherence to the Federal Information Security Modernization Act (FISMA).

- Delivered 10 actionable program requirements, enhancing secure system designs
- Defined IT data security requirements, protecting 500+ classified documents and ensuring compliance

EDUCATION

Brigham Young University

Master of Public Administration; Bachelor of Arts, History

SKILLS & TOOLS

Skills: Vision Creation & Communication, Collaborative Leadership, Strategic Thinking

Tools: Jira, SOC (SOAR, SIEM & Splunk), AI/ML for Threat Detection, & Cloud Security Solutions