SOLOMON SOGUNRO

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SUMMARY

Product Manager with 10+ years of experience delivering B2B, B2C, B2G, and marketplace products from conception to launch across government, automotive, supply chain, e-commerce, and technology sectors. Successful history of building and leading high-performing product teams and cybersecurity processes for startup and enterprise organizations such as US Department of Homeland Security, Verizon, Fiserv, General Motors, Nissan, and Genuine Parts Company.

7+ years of leadership experience leading globally distributed engineering and product teams of 100+ individuals across North America, South America, and Asia while gaining support for product vision across the organization and guiding cross-functional teams (engineering, data, marketing, and design/UX). Product management expertise includes taking products from idea to launch, creating comprehensive product roadmaps, and developing go-to-market (GTM) strategies.

CAREER HIGHLIGHTS

- **CyberLockX:** Led cross-functional teams to integrate AI insights into customer engagement strategies, that increased upselling opportunities and contributed to a $1.5 million revenue increase
- **Genuine Parts Company (GPC):** Managed the complete product lifecycle, defining requirements that grew transactions by 40,000 per month and increased active users to 300,000, resulting in $57M monthly profit
- **GPC:** Led predictive AI product strategy for the Rebate Management System, driving $270M in sales growth
- **Nissan:** Spearheaded predictive AI initiatives contributing to a $5M annual revenue growth
- **Verizon:** Achieved 90% fraud detection rate preventing over 10,000 fraudulent activities
- **U.S. General Services Administration**: Spearheaded IBM Maximo and SharePoint integration, resulting in $40 million in annual cost savings
- **U.S. Department of Homeland Security**: Led SharePoint and data initiatives to recover $10 million and optimize resources for 2 million citizens
- Delivered an MVP demonstrating $100K potential annual recurring revenue based on initial feedback
- Mentored 7 team members and helped 3 individuals get promoted through direct training and coaching

SELECTED PRODUCT EXPERIENCE

Product Management Consulting   **2023 – 2024**
Notable Clients: CyberLockX | Genuine Parts Company | Nissan Motor Corporation

- Created and managed product roadmaps, aligning stakeholder priorities and delivering innovative solutions for automotive clients to align short-term with long-term goals
- Managed product roadmaps and coordinated efforts across engineering, design, and marketing teams to reduce time to market by 2 weeks and deliver high-impact solutions for cybersecurity and privacy needs
- Developed and executed AI generative product strategies leveraging AI and predictive analytics to enhance user engagement and achieve business goals

Key Achievements:
CyberLockX (Contract)   **Oct 2024 – Present**
Senior Product Manager

- Drove a 30% increase in adoption of keyless authentication module, leveraging AI-driven analytics to address core security concerns and enhance customer trust and satisfaction
- Led the launch of two high-impact security features powered by machine learning algorithms, boosting new customer acquisition by 20% and solidifying market position

- Redesigned the customer onboarding journey using AI-based personalization techniques, reducing implementation time by 25% and elevating customer satisfaction scores by 15 points
- Spearheaded collaboration with sales and marketing to integrate AI insights into customer engagement strategies, generating an increase in upselling opportunities and contributing to a $1.5 million revenue increase and an 18% year-over-year growth

Genuine Parts Company (Contract)   Jun 2024 – Oct 2024
Product Manager
- Drove $270M in sales growth by leading the predictive AI product strategy for the Rebate Management System
- Delivered 50+ product features or enhancements on schedule, improving customer satisfaction by 80%
- Increased market share 15% by enhanced solution value and capitalizing on emerging trends
- Reduced potential vulnerabilities 30% by enhancing cybersecurity measures within the product framework, ensuring compliance with data protection regulations

Nissan Motor Corporation (Contract)   Aug 2023 – Apr 2024
Senior Product Manager
- Increased annual revenue $5M with improved operational efficiencies and implementation of predictive AI with integration of Cox Automotive's Auto into DBS that onboarded 50 user-dealerships
- Generated $40M in annual profits from vehicle leasing by collaborating with engineering, sales, and marketing teams to develop a strategic product roadmap and deliver 5 enhancements
- Saved $60M by launching a used parts marketplace increasing parts reusability 20% and profits by $10M
- Reduced project handoff errors 80% by creating and standardizing documentation processes for 200+ dealers

General Motors   2021 – 2023
Lead Technical Product Manager
- Led the full product lifecycle, from requirements gathering to launch, ensuring alignment with stakeholder expectations and business objectives
- Facilitated cross-functional alignment through comprehensive business and product requirement documentation
- Conducted consumer and market trend research, synthesized both qualitative and quantitative data, and distributed the learnings to relevant stakeholders and senior leadership

Key Achievements:
- Directed product enhancements that elevated CSAT scores 30 points and expanded the user base by 10,000
- Increased adoption rates 15% and generated $50M in 1year by integrating 6 AI-driven OnStar features based on LLM technology
- Raised NPS from 45 to 68 in 6 months by building ETL pipelines to improve vehicle safety features
- Partnered with 200 new dealerships, generating $90M in cost savings with improved dealer management systems
- Reduced security incidents 30% by implementing enhanced cyber security measures and ensuring the protection of customer data and vehicle systems

Product Management Consulting   2019 – 2021
Notable Clients: Fiserv | Verizon
- Created and managed product roadmaps, aligning stakeholder priorities and delivering innovative solutions for clients across retail and fintech industries to align short-term needs with long-term goals
- Collaborated with legal and compliance teams to design and launch a privacy-centric payment platform
- Oversaw initiatives to gather and analyze customer feedback, integrating insights into iterative product improvements to better align with market needs

Key Achievements:

Fiserv (Contract)   **Jan 2021 – Aug 2021**
Product Manager
- Increased satisfaction 20% and generated $1M by developing customer feedback programs within Salesforce, leveraging AI-driven sentiment analysis
- Improved employee engagement 30% by cultivating a collaborative team environment and enhancing service delivery and facilitating workshops, which reduced response times 40% and improved retention rates
- Decreased quarterly security incidents by 15 with the implementation of robust cybersecurity protocols
- Designed and launched a privacy-centric payment platform that met stringent regulatory requirements, resulting in a 20% increase in merchant enrollments and generating an additional $300K in new revenue

Verizon (Contract)   **Aug 2019 – Jun 2020**
Product Manager
- Reduced fraud losses $2M annually and increased revenue 15% with data-driven AI-based insights
- Improved retention 20% and increased ARR $1.5M by enhancing IVR and anti-fraud systems

OTHER EXPERIENCE

U.S. Department of Homeland Security Program Analyst   **2017 – 2018**
U.S. General Services Administration Program Analyst   **2010 – 2017**

EDUCATION & CERTIFICATIONS

Brigham Young University MPA Financial Management & Analysis | BA, History of Science & Technology

University of the Cumberlands Master's in Artificial Intelligence (Graduation Date 2026)

Certifications: Artificial Intelligence for Product Certification (AIPC)™; Certified Product Owner Scrum Professional; Applied Business Analysis; Product Management Basics Pendo io; Product Analytics Pendo io, AI for Product Management Pendo io; SAFe POPM Certification.

KEY SKILLS & TOOLS

Hard skills: AI Solutions, Machine Learning (ML), AI Applications, Product Development, Project Management, Data Science, Data Engineering, Application Development, Customization, Implementation, Fraud Detection, Sensor Network Health, Supply Network Optimization, Energy Management, Anti-Money Laundering, Customer Engagement, Big Data Analytics, Cloud Computing, Application Design, Production-Ready AI Applications

Soft skills: Problem-Solving, Collaboration, Communication Skills, Leadership, Stakeholder Management, Presentation Skills, Goal-Oriented, Analytical Skills, Teamwork, Trustworthiness

Tools: Jira, Aha!, Google Analytics, Trello, Figma, Sketch, Adobe XD, Invision, User Testing, MS PowerApps