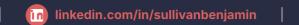
BENJAMIN F SULLIVAN.

[PRODUCT MANAGER]











⊗ KEY SKILLS MATRIX

Product & Strategy: Roadmapping, OKR design, hypothesis-led delivery, product analytics, pricing & growth levers

Data/AI: SQL, ETL design, API integrations, automation, experiment design, KPI instrumentation; Al-assisted workflow design

UX/Research: JTBD interviews, journey mapping, evidence synthesis, accessibility considerations, release notes as artefacts

Leadership & Governance: Cross-functional leadership

(Eng/Design/QA/CS/Sales/Marketing), PCI compliance, GDPR awareness, risk/controls, stakeholder alignment

CERTIFICATIONS

Certified Professional Scrum Product Owner I (PSPO I) - Scrum.org (Jul '24) Validated ability to define product vision, prioritize features, and maximize stakeholder value.

Certified Scrum Master (CSM) - Scrum Alliance (Jan '23, Renewed Jan '25) Demonstrated expertise in coaching cross-functional teams and facilitating sprint ceremonies.

Al Essentials - Google (Sep '25)

Validated ability to leverage generative AI tools and implement prompt engineering best practices for operational efficiency.

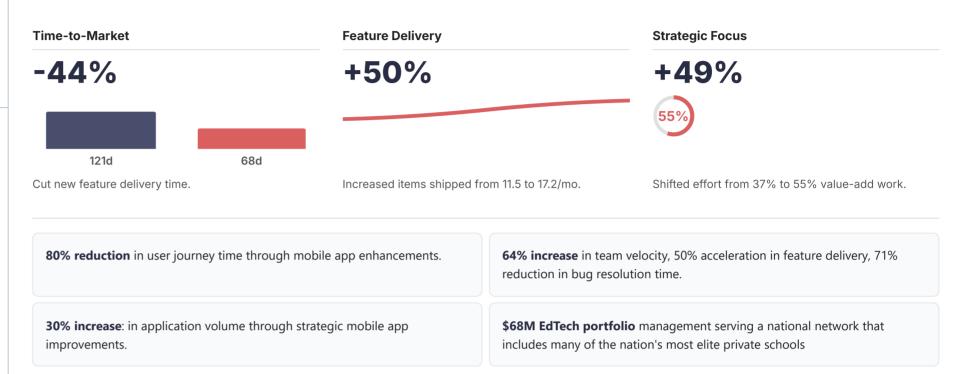
API Design and Fundamentals - Google (Sep '25)

Validated ability to leverage generative AI tools and implement prompt engineering best practices for operational efficiency.

PROFESSIONAL SUMMARY

Product leader specializing in data-driven strategy, Al-assisted delivery, and complex platform integrations. I've led a \$68M EdTech portfolio across US/UK markets, treating each initiative as a testable intervention: problem framing \rightarrow method \rightarrow measured outcome. I'm applying to deepen technical and Al-centered product expertise and contribute practitioner research on responsible automation, UX outcomes, and platform governance.

★ QUANTIFIABLE IMPACT



CAREER PROGRESSION

VenturEd Solutions

Tampa, FL

Senior Product Owner

Nov 2024 - Present PROMOTION

Product Owner

Sep 2023 - Nov 2024

PriceSpider

Irvine, CA

Technical Product Manager

Aug 2022 - Sep 2023 PROMOTION

Strategic Solutions Developer

Mar 2022 - Aug 2022

Solutions Developer Apr 2021 - Mar 2022

PROMOTION

Intermedia

Mountain View, CA

Enterprise Implementation Engineer Sep 2017 - Apr 2021

PROMOTION



Small Business Implementation Engineer Jul 2015 - Sep 2017



Cloud Applications Support Engineer

Apr 2014 - Jul 2015

EDUCATION

University of Liverpool

Master of Business Administration, International Business

Professional Specialization, Al Product Management

University of Glasgow Adam Smith Business School Awarded Nov 2025 **Professional Specialization, Strategic Business Leadership**

University of London Awarded Sep 2025

Professional Specialization, Brand Management

University of Glasgow Adam Smith Business School Awarded Sep 2025

Professional Certificate, MBA Essentials

Cairn University 2000-2002

Music Composition, English

(In Progress)

(In Progress)

COMMUNITY LEADERSHIP

I provide strategic oversight for public housing programs. I guide budgets, maintain compliance with federal rules, and improve services for residents through responsible governance.

PROFESSIONAL EXPERIENCE

Senior Product Owner (Promoted)

Scope: \$68M EdTech portfolio: Admit, Enroll, Hub; team: 8 dev, 2 design, 2 QA - US/UK stakeholders.

- Defined unified vision and release cadence: shipped 5 significant UX upgrades in 8 months.
- Method: discovery workshops, school advisory councils, structured interviews, telemetry-led prioritization.
- Drove payment-flow redesign: associated with \$856k annualized revenue uplift and fewer escalations. Shifted mix from maintenance → innovation (37% → 55% of effort) enabling 308 story points of new initiatives in <6 months.
- Reduced process bottlenecks via cross-functional workshops: 20% improvement in resource alignment.
- Manage >1,000-item backlog with evidence-based prioritization and risk gating (PCI/GDPR).

Product Owner

I owned the roadmap for student information and billing systems that cover the full tuition and fee lifecycle for more than five thousand K-12 schools.

- Consolidated admissions, billing, and student management under a single roadmap: delivery +25%.
- Re-engineered intake/triage: NPS +27 points in six months.
- · Designed and piloted a new after-school enrichment module: ensured continuous PCI compliance.
- Introduced Al-assisted workflow automation: instituted demo discipline → 2x demo effectiveness.

Founder

Ayrne LLC Sheridan, WY Sep 2018 - Present

Bootstrapped digital publishing venture focused on audience growth and monetization.

- Built and grew a niche audience from zero to 8-12k monthly readers with £0 paid acquisition, using editorial positioning, partnerships, and SEO-led content planning.
- Commercialized the platform (affiliates, sponsorships, light subscriptions) to a steady \$1.5-\$2k MRR with positive unit economics and seasonality.
- Improved content throughput by 35-45% through workflow changes (outline→edit→publish), enabling a consistent weekly cadence without
- Led end-to-end operations: brand, editorial calendar, partnerships, compliance, and P&L, maintained cash-flow positivity since launch.

Product Manager

Wayvia (Formerly PriceSpider)

○ Irvine, CA

☐ Aug 2022 - Oct 2023

I guided strategy and delivery for PROWL, a brand protection platform used by more than two thousand global brands and contributing fifty to sixty million dollars in annual revenue.

- · Progressed from Solutions Developer to PM: led integrations with major retailers like Amazon/Walmart/Target.
- Built SQL/API automation for ingestion/reconciliation → 10× cycle-time reduction.
- Delivered MAP monitoring/enforcement → 89% ↓ violations for enterprise clients. Expanded data collection 300% across 50+ sites, maintaining 99% accuracy.
- Produced analytics panels (retailer APIs + internal sales) to surface buy-box loss and corrective actions.

Strategic Solutions Developer (Promoted Twice)

Wayvia (Formerly PriceSpider)

○ Irvine, CA

☐ Mar 2021 - Aug 2022

I built enterprise solutions for Fortune 500 clients and turned custom work into reusable components.

- Client-facing technical lead for high-value accounts, full-stack builds, 30% ↑ client satisfaction, 20% ↓ delivery time.
- Prototyped dynamic pricing algorithms, observed 15% sales uplift in trials.
- Improved data accuracy 20% via integrated analytics panels.

Enterprise Implementation Engineer (Promoted Twice)

I ran complex SaaS migrations for enterprise clients and kept programs compliant with FINRA, SEC, GDPR, and HIPAA.

- Client-facing technical lead for high-value accounts: full-stack builds, 30% ↑ client satisfaction, 20% ↓ delivery time.
- Prototyped dynamic pricing algorithms; observed 15% sales uplift in trials.
- Improved data accuracy 20% via integrated analytics panels.