

Josh Loftis | Product Manager

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EXPERIENCE

Technical Product Manager | Cypress.io, Atlanta, GA | Mar 2020 – Present

- Identified key product gaps in Cypress's ability to automate tests against modern web applications, overseeing a 42% increase of users per month in my first year
- Identified and removed a key conversion hurdle from the free to paid tiers, effectively increasing net returning users per month by 2x
- Developed product roadmaps, and defined a strategic vision for Cypress's OSS products
- Implemented Agile Scrum framework and best practices for OSS teams

Product Owner | Gather (merged by TripleSeat), Atlanta, GA | Jan 2019 – Mar 2020

- Owned the definition and development of major milestones and roadmap to rearchitect the core Gather application, working closely with engineering and UX to deliver a scalable, world-class experience
- Managed the GTM strategy for growth modules, defined success goals and metrics, and worked closely with product marketing to educate internal and external stakeholders
- Managed SCRUM and Kanban backlogs for multiple product teams

Software Developer | Fortamus, Atlanta, GA | Nov 2018 – Jan 2019

- Built foundational user interface in React.js for wealth management platform
- Developed backend microservices relying on serverless and AWS architecture

Product and QA Analyst | Calendly, Atlanta, GA | May 2017 - Nov 2018

- Collaborated cross-functionally with design, engineering, marketing and sales to identify and deliver improvements to Calendly's core product
- Managed SCRUM backlogs, prioritized feature work, and wrote stories, tasks, and bugs
- Completed manual testing of Calendly's application and API

iLearn, Marietta, GA | Aug 2008 - May 2017

Product Lead | May 2016 - May 2017

- Coordinated daily with leadership and CEO to develop the product roadmap, set product vision and direction, and defined success goals for new product initiatives
- Led the expansion of the product suite into the home schooling market, increasing MRR by \$5k

Director of Implementation, QA and Support | June 2014 - May 2016

- Oversaw development efforts of building a reporting engine capable of aggregating student results from the individual to the class, school, district and state levels
- Rebuilt the Implementation, Quality Assurance and Support teams from the ground up, saving the company ~5% of operating costs annually

Project Coordinator | Aug 2012 - Jun 2014

- Worked closely with teachers and administrators to build a comprehensive self-serve training and onboarding program for iLearn suite of ed-tech software
- Decreased time to onboard by 60% (from ~10 weeks to less than 4 weeks)

QA Analyst and Team Lead | Aug 2008 - Aug 2012

- Managed team of four QA analysts and completed manual testing

Skills

Strategic planning
Product development
Data analysis
A/B Testing and experimentation
Agile development
User research
Jira
Figma, Sketch, Zeplin

Technical Skills

JavaScript (React, Node)
Ruby (Ruby on Rails)
SQL and NoSQL (Postgres, Mongo, MySQL)
Rest and GraphQL APIs

Education

Georgia Institute of Technology, Atlanta, GA
Full Stack Web Development Certificate
Aug 2017 - Feb 2018

Kennesaw State University, Kennesaw, GA
B.A. Philosophy
Aug 2008 - July 2012