

Emily Chen

Chicago, IL | (555) 456-7892 | emily.chen@email.com | LinkedIn | Portfolio

B2B product manager delivering scalable enterprise solutions

Experienced B2B product manager with seven years of expertise in SaaS solutions, client relationship management, and enterprise product lifecycle strategy. Proven track record of driving revenue growth and improving customer retention.

Key Skills

- B2B SaaS solutions
- Customer relationship management (CRM)
- Enterprise account strategy
- Go-to-market planning
- Sales and product alignment

Professional Experience

B2B Product Manager

EnterpriseTech Solutions, Chicago, IL | March 2020 - Present

- Led the development of a CRM solution that increased enterprise client retention by 25%
- Conduct in-depth market research to identify client needs and refine product offerings
- Partnered with sales teams to develop pricing strategies, leading to a 30% boost in contract renewals

Associate Product Manager

SaaS Innovations, Dallas, TX | June 2017 - February 2020

- Supported the launch of a B2B collaboration tool that expanded the client base by 40%
- Worked with engineering teams to refine API integrations for seamless enterprise adoption
- Assisted in crafting data-driven presentations for investor pitches and executive buy-in

Education

Bachelor of Science in Business Information Systems June 2019
University of Illinois, Urbana-Champaign, IL