

Autumn N. Rains

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SUMMARY:

Product Manager with 10 years of diverse hardware and software experience in the public sector (Water Treatment, Oil & Gas, Semiconductor Industries) leading cross-functional teams. I have a passion for connecting customers to businesses through solutions. Currently, I am pursuing my Master's Degree in Information and Data Science (MIDS) at the University of California, Berkeley. Professionally, I seek technical management positions in Product or Data Analytics that leverage my product experience to ultimately provide simple, well-designed solutions that drive innovation and deliver results.

EDUCATION:

University of California, Berkeley (Expected Aug. 2022), Master of Information and Data Science, **GPA 4.0**

● Classes:

- Data Visualization and Communication
- Experiments and Causal Inference
- Introduction: Data Science Programming
- Research Design & Applications Data Analysis
- Statistics for Data Science
- Fundamentals of Data Engineering
- Applied Machine Learning
- Behind the Data: Humans & Values

● Activities:

- Leadership Development Program ([LDP](#)) & Peer Mentor

Purdue University (2010), Bachelors of Science: Chemical Engineering; Minors: Mathematics, Chemistry

EMPLOYMENT:

Evoqua Water Technologies

Nov 2019 – Jun 2021

Sr. Global Strategic Product Portfolio Manager – Aftermarket, Ecommerce

Feb 2020 – Jun 2021

- Responsible for profitability growth of multiple product lines and services worth +\$110M Globally
- Enhanced and analyzed telemetry from marketing origination to sales/delivery driving over \$200k YOY growth
 - Delivered reports, insights and visualizations (Power BI, Qlik) to identify strategic opportunities for growth
- Optimized eCommerce revenues +5% through positioning for key product lines through usage data and SEO
- Developed marketing materials pertaining to business strategies or campaigns quarterly
- Lead cross-functional project team to improve spare parts identification and data mapping to support sales
- Fostered sales and service growth via the creation of training materials, technical bulletins, and supplier strategies

Lead Product Manager & Sustaining Engineering - Capital Systems

Oct 2018 – Feb 2020

- Responsible for profitability growth of multiple Process Water (PW) product lines worth +\$25M Nationally
- Managed Engineering and Software teams to prioritize and complete product projects with agile methodologies
- Performed financial analysis reviews for Standard products to determine opportunities and priorities for growth
- Reestablished Product Management (PM) mission and vision statement for the business unit
 - Lead the execution of the PM strategic vision through continuous improvement and knowledge sharing
 - Defined standard work and processes for how the business and PM work together to achieve goals
- Updated internal and external Standards Products documentation with Marketing as needed
- Supported cross-functional growth initiatives within PW COE manufacturing of new and existing products
- Fostered sales and service growth via training materials, technical bulletins, sales tools, and pricing strategies

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Hach, A Danaher Company

May 2017 – Oct 2019

Global Product Manager - Process eChem and Inorganics

- Responsible for revenue growth of the Process eChem and Inorganics product lines worth \$110M Globally
- Managed cross-functional growth initiatives, pricing, and commercialization of new and existing products
- Lead commercial launch plan for global NPD project with cross-functional stakeholders
- Constructed and executed multiple product line strategies to optimize product positioning and performance
- Expanded existing eCommerce/web positioning and revenue growth for products
- Utilized Danaher Business (DBS) tools, including Problem Solving, Daily/ Visual Management, VOC
- Headed PSR for Inorganics through NA KPI by interfacing with Sales, ADM, Service, and Marketing teams
- Partnered with Senior PM and Quality teams to solve global quality issues based on direct VOC and internal reports

Pentair

Jun 2015 – May 2017

Global Product Marketing Manager - Food and Beverage

- Responsible for overseeing P&L performance for several product lines worth \$85M globally
- Captured Voice of the Customer (VOC) and supported the development of business plans for strategic projects
- Established cross-functional teams to collaboratively acquire critical customer feedback for NPD projects
- Translated global product needs and VOC into key project documents for next generation features
- Reviewed and updated product pricing and contracts quarterly to capture additional Revenue greater than \$500K

Honeywell

Jun 2012 – Jun 2015

Regional Product Marketing Manager - Semiconductor Sensors, Software

Jun 2014 – Jun 2015

- Responsible for overseeing P&L performance for business line worth \$30-35M in Americas at Honeywell Analytics
- Increased operating income performance by at least 3% YoY through cost improvements and agile methodologies
- Developed product roadmaps and marketing materials aligned with strategies for products and software
- Launched new product with earnings greater than \$800K in Revenue in Year 1
- Fostered sales and service growth via training materials, technical bulletins, sales tools, and pricing strategies

Global Senior Product Line Specialist - Adsorbents

Jul 2012 – Jun 2014

- Responsible for overseeing P&L performance for business line worth \$250M globally
- Monitored inventory and reduced year-over-year by at least \$200,000 in 2013
- Calculated and built financials required for annual strategic plan (AOP) and strategic annual plan (STRAP)
- Monitored pricing from transactions, marketing trends on global level to identify opportunities for increases

National Oilwell Varco

Jan 2011 – Jul 2012

Applications Engineer: Chemical Engineering, Pumps

Jan 2012 – Jul 2012

Next Generation Rotation Program: Chemical Engineer

Jan 2011 – Dec 2011

TECHNICAL SKILLS:

- Programming (Python, R, SQL)
- Visualization (Tableau, Altair, D3)
- Docker/Containers
- Project Management
- Reporting (Power BI, Qlik)
- Data Ethics, Privacy
- Statistics, Causal Inference
- Git/GitHub
- Influence Maximization
- Public Clouds (AWS, GCP, IBM)
- Machine Learning, Artificial Intelligence
- Microsoft Office

PROFESSIONAL CERTIFICATIONS:

- **IBM Data Science Professional**, Applied Data Science Capstone, [Coursera](#) – August 2020
- **Pragmatic Institute**, PMC Level 1 Certified – Marketing, Price – May 2019
- **HBX | Harvard Business School**, CORE Credential of Readiness, Pass with Honors – October 2018
- **Six Sigma Green Belt**, SA&S Treater Unit Database – December 2013