# Jonathan Marcel

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## Recent experience

### Product Manager → Sr. Product Manager
*New Relic  .  Jan '15 - Present*
Define and execute strategy and roadmap for my product. Research customer and market needs. Collaborate with Design and Engineering to develop the *right* solutions. Write product positioning and conduct sales enablement. Ensure product strategy and planning is aligned with corporate strategy. Helped define and codify best practices for Product org.

| During tenure | | Last year | |
|---|---|---|---|
| 43x | growth in ARR | 152% | growth in ARR |
| 39x | growth in purchased units | 168% | growth in usage |
| 17x | growth in subscriptions | 115% | growth in subscriptions |

### Founder
*Gymbo  .  Jun '13 - Jan '15*
Conceived, designed, architected, and built a fitness web application optimized for iPhone and Android. Managed new feature ideas from conception through implementation. Engaged in user testing and used that to drive iterative development of new features.

### Front End Developer → Director of User Experience
*BizBuilt (now InfoWrap)  .  Jul '10 - Aug '12*
Originally hired as a developer I quickly became the principal UX decision maker for a complex social enterprise platform. De facto product manager. Owned roadmap, scheduled sprints, conducted user testing  and stakeholder interviews. Oversaw day to day operations for a team of 15 people. Hired, and managed internal and external teams. Worked closely with founder to understand and execute  his vision. Did all the things.

## Career summary

15 years as a developer.          5 years in design.
6 years managing products.          9 years leading teams.

**Companies include:** Razorfish, Rodale Press, Conde Nast Publishing, Sungard Consulting Services, Providence Health Care Systems, Jive Software, BizBuilt, Uncorked Studios, and New Relic

## Education

MPS  .  Interactive Telecommunication Program
New York University  .  2004

BA  .  Computer Science + Anthropology  .  Magna Cum Laude
Hamilton College  .  1999

## Skills & Methodology

Product management
Team leadership
UX design
Front end development
  *// I've worn many hats*

Market research
Customer interviews
Understanding customer needs
  *// build cars, not faster horses*

Data collection
Cost-benefit analysis
Growth forecasting
Data driven decision making
  *// data > opinions*

Strategic planning
Tactical planning
  *// what can I say… I'm a planner!*

Agile development
Maintaining product focus
  *// execution wins. period.*

Sales enablement
Stakeholder communication
  *// who has two thumbs and is a
    team player? This guy!*

## Extracurriculars

**Cofounder & board member**
*Dodge NW*
Dec '14 - Jun '17

**Board of directors**
*Oregon Fencing Alliance*
Oct '14 - Dec '16

**Board of directors**
*Recesstime Sports League*
Oct '14 - Mar '16

**Former Olympic hopeful**
*US Fencing*