Elliot Samuels

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Portfolio: https://elliotsamuelspm.com/

Profile

I am a logical, analytical and creative Product Manager. I have an inquisitive nature that drives me to analyse how systems work and how they might be improved, for commercial or environmental benefit. An ambitious professional, with a 5 years experience in software delivery and a solid understanding of full lifecycle development. Empathic to the motives and objectives of stakeholders in cross-disciplinary teams, focused on delivering commercially successful, customer centric products, driven by data insights and well defined strategy.

Skills

Product Strategy:	Market & User research | Ideation | Product Market Fit | Roadmapping
Product Design:	User Story Mapping | Prototyping (Figma) | Research & Testing | MVP
Product Delivery:	GTM Strategy | Launch Planning | Agile Delivery (Jira) | Testing
Data analysis:	KPIs and Counter Metrics | A/B Test Analysis | Data Interpretation
Stakeholder Management:	Effective Written/Verbal Communication | Presentations | Documentation

Experience

KING'S COLLEGE LONDON EMPLOYER PROJECT - SKY   **2024-2025**

- Research and critically analyse SKY's existing product; their industry, market, and competitors; and their user data.
- Ideate and prototype solutions based on the business problem and pitch recommendations.

SALES AND PRESALES CONSULTANT, ENACTOR   **2022-2024**

- Presented commercial, product, and technical information to diverse audiences, including C-level executives, demonstrating strong presentation and stakeholder management skills.
- Developed bespoke proposals, including project plans for delivery, knowledge transfer and integration, in response to RFI and RFP requests, enhancing the strategic alignment of offerings with client needs.
- Managed strategic sales processes as the primary account manager for enterprise deals over £1M annually across EMEA, APAC, and AMER, fostering effective communication with key stakeholders.

PRODUCT DELIVERY MANAGER, EV CARGO TECH   **2021-2022**

- Led user requirement discovery workshops to define complex problems and develop viable solutions through POC phases (see portfolio).
- Created comprehensive business and functional requirement documents, achieving stakeholder alignment and sign-offs, through clear communication.
- Developed mid-fidelity prototypes for effective solution communication.
- Managed agile delivery through JIRA and leading agile ceremonies maintaining continuous delivery.

APPLICATION ENGINEER, ITI A WIPRO COMPANY   **2019-2021**

- Product Manager for 'CADFix Viz', from market research to MVP release, aligning development with user needs (see portfolio).
- Conducted product demonstrations for CAD solutions, serving as the main technical expert on sales exceeding £100K, enhancing client engagement and understanding.
- Delivered tailored technical training to groups of up to 16 engineers, reinforcing the practical application of products.
- Trusted to be primary technical support for a major OEM account, effectively resolving issues and supporting product updates, building strong working relationships between companies.
- Spearheaded the integration of comprehensive help guides within the product and created training materials, improving user trial experience and reducing support tickets
- Led quality assurance efforts, establishing a test data repository and developing automated tests, ensuring product reliability through rigorous testing, improving product quality.

Education

KING'S COLLEGE LONDON   **2024-2025**

Product Management Career Accelerator - Current average of 80% (Distinction)

- Three courses with assignments covering, Strategy in Product Management, Product design and development, & Launching products to market.

UNIVERSITY OF BRISTOL   **2015-2019**

Masters of Engineering (MEng) Upper Second Class - Mechanical Engineering

PRIOR EDUCATION

A-level: A*AA (Maths, Further Maths, Physics)