

BRANDON AZUOMA

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PROFESSIONAL SUMMARY:

Results-driven Product Manager with a strong track record of delivering customer-centric software solutions that drive business value. Adept at translating complex user needs into actionable product roadmaps and prioritizing features for maximum impact. Skilled in stakeholder management, agile methodologies, and data-driven decision making to ensure continuous improvement of a product suite. Passionate for developing solutions to real-world problems using technology and developing the ideal customer experience.

KEY SKILLS:

- **Product Skills:** Product Vision, Roadmap, Backlog Management, Stakeholder Management, Data Analysis, Agile Leadership, Technical Project Management, Scrum
- **Technical Skills/Tools:** Claude, ChatGPT, UXpilot, Amazon Web Services, Tailscale, PostgreSQL, MySQL, Figma, Tableau, PowerBI, Google Analytics
- **Product Management Tools:** Aha, Jira, Confluence, LaunchDarkly, JetBrains, GitHub, Microsoft Suite, Google Workspace, Salesforce CRM, Slack, Trello, Asana

PROFESSIONAL EXPERIENCE:

TrueComp, Torrance, CA

August 2020 – Present

Product Management Team, Product Manager Lead

January 2025 – Present

- Define and own the product vision, strategy, and roadmap, ensuring alignment with business goals and customer needs.
- Scaled our Benchmarking product to \$2.56M total ARR across 83 agencies by optimizing roadmap priorities, aligning cross-functional delivery, and accelerating commercial readiness.
- Improved retention outcomes for Benchmarking portfolio by supporting \$721.7K in renewal ARR across 29 agencies, reinforcing long-term adoption and expansion value.
- Built and executed a partnerships-focused product strategy with requirements, enablement assets, and feedback loops, which resulted in \$500K+ in revenue impact.
- Drive end-to-end product lifecycle management, from ideation and requirements gathering to launch and optimization.
- Lead cross-functional teams, fostering collaboration between engineering, UX, marketing, and sales to deliver impactful solutions.

Product Management Team, Product Manager I

June 2023 – December 2024

- Assist in defining product requirements, gathering feedback, and refining user stories to support product development.
- Owned end-to-end product strategy and launch for the Benchmarking, driving \$1.82M net-new ARR across 69 new public sector agencies.
- Translated customer and market signals into a roadmap that repeatedly converted into revenue: enabled 69 new Benchmarking customers and expanded footprint across 83 total agencies within 3 years.
- Partnered with Sales/CS to protect and renew revenue, contributing to 74% of company's ARR base while still expanding net-new bookings
- Support product launches by coordinating release plans, documentation, and stakeholder communication.

Operations Team, IT Project Manager

April 2022 – June 2023

- Established and lead an Application Operations team to manage service desk for full suite of customer facing applications and internal applications.

- Lead on all implementation and management of internal software applications including Office 365, CPQ in Salesforce, HubSpot, Jira, and Zendesk.
- Spearhead of new department focused on product management and requirements gathering.
- Managed over \$1 million in ARR across company resources & personnel leading to the successful completion of numerous technical projects.

Operations Team, Business Operations Specialist

July 2021 – March 2022

- Responsible for maintenance, configuration, and operation of computer systems, network, and applications.
- Implemented forecasting tool for Sales department improving forecasting accuracy by 56%.
- Lead in technical projects related to data services, database management, and product roll out.
- Responsible for managing and configuration of Salesforce, it's data validity and integrity across systems and in support of heterogeneous business processes.
- Configured and manage service desk and ticketing system for suite of client facing software application operations.

Operations Team and Product Team, IT & Data Analyst

August 2020 – July 2021

- Led in the organization wide transition, domain, and data transfer from Google Suite to Office 365 E5.
- Led in report and dashboard generation for Executive team using Salesforce, PowerBI, and other Business Intelligence tools.
- Diagnose technical issues and assist with troubleshooting to ensure software and systems run smoothly.

Oaktree Capital Management, Los Angeles, CA

July 2019 – July 2020

Tax & Treasury Operations, Analyst

- Created the internal bank account database used for forecasting, reporting and analytics.
- Managed the integrity of all corporate investor data and maintain the corporate investor database.
- Led in operational projects related to data services and database management.
- Wrote, reviewed, and edited communications to executives and internal/external stakeholders.
- Managed comprehensive department deliverable calendar and project plans.

Magnetic Component Engineering, Inc., Torrance, CA

September 2018 – November 2018

Systems IT, Intern

- Diagnosed technical issues in MCE's product data management system and tracking units.
- Performed software updates and troubleshooting to effectively ensure software and systems ran smoothly.
- Assisted the head of the Systems IT Department to alert issues and provide possible solutions.

EDUCATION & CERTIFICATIONS:

- **Bachelor of Business Administration, Applied Information Management Systems** - Loyola Marymount University, Los Angeles, CA
- **Advanced Certified Scrum Product Owner** - *Scrum Alliance*
- **Certified Scrum Product Owner** - *Scrum Alliance*
- **Certified Associate in Project Management** - *Google*