

Alistair Schultz

Product Manager

CV PAGE

Find more information and to view my portfolio, visit [my CV page](#).

SKILLS

- Product Strategy and Roadmapping
- Market Research and Analysis
- User Experience (UX) Design
- Agile Methodologies
- Cross-functional Team Leadership
- Data Analysis and Interpretation
- Financial Market Knowledge
- Stakeholder Management

BACKGROUND

- Total Synergy**
Senior Product Manager
- SixSix**
Product Manager
- FinMedia**
Product Manager
- ACY Securities**
Chief Market Analyst
- Charterprime**
Senior Analyst

EDUCATION

- Master of Business Administration**
University of Technology Sydney
- Graduate Certificate in Product Management**
Royal Melbourne Institute of Technology
- Graduate Certificate in Applied Finance**
Macquarie University
- RG146 Certificate, Diploma Financial Services (Financial Planning)**
IIT Melbourne

Sydney – Australia

Phone: +61 478 818 545

[LinkedIn](#)

[Figma Portfolio](#)

PROFILE

- Experienced Product Manager specialising in new product, feature and venture discovery, product strategy, and data analysis.
- Over 6 years of diverse experience working with multiple products across various companies.
- Expertise in start-up and new product development, including all aspects of discovery.
- Skilled in revitalising established products to recapture market share.
- Exceptional ability to simplify complex subjects for broad audiences, facilitating rapid concept development.
- Unique background combining product management with financial market analysis and economics, offering valuable insights for companies involved in financial and related activities.

SPECIALISED INTERESTS

- Prior to migrating to product management, Alistair worked in the financial industry as a trader, market analyst, chief market analyst, and a ‘talking head’. His expertise was used to help traders, and his employer make beneficial decisions for their activity.
- This unique background combining product management, financial market analysis, macro and micro economics, generates valuable insights for companies involved in financial and related activities.

CAREER HIGHLIGHTS

Senior Product Manager | Total Synergy February 2023 – Present

At Total Synergy, a Sydney-based based SaaS company serving the architecture, engineering, and construction industries, I lead product development initiatives that have significantly improved customer satisfaction and product usage metrics.

I successfully transformed large-scale ideas into tangible, deliverable projects, leading to improved PSAT scores and increased daily usage over a 6-month period. A standout achievement was developing the most successful feature in the company’s 25-year history, garnering over 24,000 uses within 24 hours of release across 17,000 users. I simultaneously led five development teams, facilitating agile ceremonies to deliver complex projects ahead of schedule and under budget. My strong interpersonal and communication skills greatly improved customer relations and cross-functional team collaboration, enhancing overall product development outcomes.

Key Performance Metrics

- Drove annual recurring revenue growth from \$8 million to \$10.8 million, a 35% increase.
- Improved customer satisfaction scores from 3 to 8 out of 10.
- Boosted user engagement on an updated feature by 327%, from 1,251 to 5,355 users within 24 hours of release.
- Increased average monthly usage of a refreshed feature from 24,000 to 72,000, a 300% improvement.
- Achieved 34,000 uses of a new feature within one week, engaging 17,000 unique users.

Product Manager | SixSix February 2021 – 2023

At SixSix, a Melbourne-based product management consultancy, I provided strategic product leadership to various organisations including Versent, Football Australia, and UbiPark.

Key achievements include developing comprehensive demographic and financial models for digital products, implementing user analytics integrations to optimise customer journeys, and presenting strategic visions that unified diverse teams of clients and stakeholders. I also implemented communication and reporting policies that enhanced cross-functional team coordination, resulting in smoother project execution and faster delivery times. Throughout my tenure, I guided development teams through entire product lifecycles, ensuring successful product launches aligned with customer needs and company visions.

Product Manager | FinMedia June 2020

At FinMedia, a start-up media consultancy for financial service providers, I led market research and discovery activities that identified potential markets and products. I developed comprehensive go-to-market strategies incorporating customer intelligence from journey mapping, empathy mapping, and user mapping. My efforts resulted in revenue positivity and successful consulting engagements with three large organisations, ultimately leading to the company’s acquisition.