

Jamie Kim

Senior Product Manager – B2B SaaS & Developer Platforms

✉ jamie.kim@example.com 📞 020 123 4567 📍 Amsterdam, Netherlands 🌐 jamiekim.work 📱 jamiekim

Summary

Outcome-oriented product leader with 4+ years shipping B2B SaaS products across data infrastructure, developer platforms, and observability. Track record of growing core engagement metrics and cutting time-to-value by focusing teams on a small set of measurable bets each quarter.

Experience

Aug 2022 – present **Senior Product Manager**, Cypress Cloud – Amsterdam, Netherlands
Lead product manager for the developer experience surface – onboarding, dashboards, and CLI.

- Reduced new-account time-to-first-value from 18 minutes to 4 by rebuilding the onboarding flow around a single “your first run” milestone.
- Drove a quarterly experimentation program that shipped 14 A/B tests; three winners moved trial-to-paid conversion from 4.2% to 6.1%.
- Partnered with engineering on a CLI v2 launch that grew weekly active CLI users by 38% over six months.

Sept 2020 – July 2022 **Product Manager**, Notion Labs – New York, USA (remote)
Owned the integrations and import surface for the workspace product.

- Launched eight first-party integrations (Slack, Figma, Jira, others) that pushed paid plan attach rates 12% higher in mid-market accounts.
- Built an evergreen import pipeline (Evernote, Confluence, OneNote) that became the single largest signup-to-paid driver outside of seat expansion.

June 2019 – Aug 2020 **Associate Product Manager**, Stripe – Dublin, Ireland
APM rotation across two teams (Connect platform, Billing).

- Co-led a Connect onboarding rebuild that cut KYC abandonment by 22% in the first month after release.
- Wrote the original spec for usage-based billing; portions of the design shipped in the GA Billing release the following year.

Education

Sept 2017 – June 2019 **London Business School**, MBA in Strategic Management

Sept 2013 – May 2017 **University of Toronto**, BA (Hons) in Economics

Skills

Product practice: Roadmapping, opportunity solution trees, JTBD, OKRs, RICE prioritisation

Research & data: User interviews, usability testing, SQL, Amplitude, Looker

Delivery: Discovery sprints, dual-track agile, RFC writing, GTM partnership

Domain: Developer tools, B2B SaaS, billing & monetisation, integrations

Projects

Quarterly research rituals

Internal playbook adopted by three teams that cut research-to-decision time by half.

Languages

English: Native

Korean: Fluent

Dutch: Conversational (A2)