

**MICHAEL WANG**

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**experience**

- 2023-2026**      **COCKROACH LABS**      **REMOTE (PARK CITY, UT)**  
**Director, Product Management**  
Led team of 4 PMs building upon core database infrastructure including query optimizer, fault tolerance and stability, SQL compatibility layer, and Kubernetes deployment tools.
- Led cross-functional market segmentation exercise that established verticalized go-to-market strategy, resulting in 4x in-segment win rates, 3x faster time-to-close, and new ISV partnership in target segments.
  - Diagnosed price/performance gap threatening \$20M+ pipeline through customer feedback and deal analysis; led cross-team product efficiency optimization to improve performance by nearly 2x and recover deals.
  - Launched Kubernetes operator preview, streamlining deployment and contributing to \$10M+ in ARR expansion.
  - Partnered with PMM and engineering to develop a competitive resilience demo showcasing sustained throughput during infrastructure failures, now used in nearly all sales engagements as core differentiation asset.
  - Implemented central feedback system, enabling feature-to-ARR attribution and exec visibility into market asks.
- 2022-2023**      **Senior Group Manager**  
Managed 3 PMs across DR, CDC and Observability; served as IC PM for core database characteristics.
- Reduced P1/P2 incidents from daily to few per month through targeted product investments, building customer trust that enabled 4x combined ARR expansion from top 5 accounts.
  - Oversaw integrations with CloudWatch, Datadog, and Google Cloud Monitoring, unlocking \$15M+ in pipeline.
- 2021-2022**      **Group Manager**  
Managed 2 PMs across DR, CDC; served as IC PM for core database characteristics.
- Improved CDC stability and reduced CPU overhead by 5x, driving adoption to 80% of paying customers.
  - Built scheduled backup capability with reliable orchestration, eliminating external tooling overhead and achieving near-universal customer adoption.
- 2020-2021**      **Senior Product Manager**  
IC PM overseeing Disaster Recovery, Change Data Capture product areas. Promoted to GPM in one year.
- 2018-2019**      **BUTTON**      **NEW YORK, NY**  
**Senior Product Manager, Machine Learning**  
Member of Product team for 120 person mobile tech startup. Focused on creating value in the affiliate marketing industry through Machine Learning.
- Generated 31% lift in revenue for a pilot partner through iterative UX and Machine Learning model optimization
  - Co-developed sales strategy leading to 4 partner commitments.
- 2017-2018**      **MEETUP**      **NEW YORK, NY**  
**Senior Product Manager, Machine Learning and Data Platform**  
Product lead for Machine Learning and Data Platform teams.
- Increased key metric (joins) by 16% while decreasing email volume 30% for New Group Announcement email.
  - Led upgrade of a model for recommending Groups to Members using XGBoost, resulting in a 12% join increase.
  - Reduced processing time of “Weekly Events” email by 5x to ensure email reached users before start of the week.
- 2014-2017**      **INTENT MEDIA**      **NEW YORK, NY**  
**Senior Product Manager, Advertiser and Auction**  
Promoted after 2 years. Manage product strategy, discovery and delivery of advertiser dashboard, auction logic and ad serving for a 100 person ad tech startup.
- Led cross-functional team in revamping real-time auction mechanics and pricing, resulting in 15% revenue gains.
  - Drove expansion of mobile advertising tools and bidding, driving 27% increase in mobile advertiser value.
  - Managed internationalization and data mapping workstream, resulting in 10% increase in advertiser value.
- 2013-2014**      **YEXT**      **NEW YORK, NY**  
**Strategy and Analytics**  
Member of the Analytics team for a 250+ person startup developing SaaS marketing solutions.
- Created scripts and procedures that identified thousands in misallocated revenue, reducing loss by 5%.
  - Mined operational data with R and SQL, identifying \$12k in potential ongoing annual operational cost savings.

2009-2013

**AMERICAN EXPRESS**

**NEW YORK, NY**

**Senior Manager, Data Science**

Promoted after 20 months. Created products using advanced machine learning algorithms and data analytics.

Awarded 2010 President's Achievement Award given to top 2% of performers. Awarded 2011 Chairman's Special Award, a long-term incentive award.

- Developed production-ready collaborative filtering model to deliver personalized merchant recommendations in 5 months, self-teaching machine learning algorithms to execute.
- Generated strategy for acquiring younger customers based on results of analysis of over 400 new data variables.

**education**

2004-2009

**STANFORD UNIVERSITY**

**STANFORD, CA**

M.S. Electrical Engineering. B.S. Electrical Engineering. Concentration in semiconductor devices.

**skills**

**Product Management:** Pragmatic Marketing Certified Product Manager.

**Data, Development & Analytics:** SQL, Python, R, Cloudera Certified Hadoop Developer

**Cloud & Infrastructure:** AWS, GCP, Kubernetes, Datadog

**AI Tools:** Claude Code, LangChain