

# Josh Bob

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## Summary

Multi-faceted product leader with passion for working with all stakeholders (customer, executive, commercial, and technical) to build great technology.

## Experience

### **TripAdvisor | Product Manager**

Needham, MA — June 2014 to Present

Own multiple products and feature sets focused on growing and retaining transactional and subscription business. Responsibilities include: requirements gathering, roadmap creation, spec writing, cross-functional team coordination, and pre-/post-implementation analytics.

- Added new booking flow functionality to mobile web / native apps (+8% conversion rate).
- Extended instant booking product to 30 more languages and 45% more inventory (+\$35M).
- Implemented mobile web instant booking product for tours and activities (+\$15M).
- Enabled group sales of hotel instant booking (8,000 new customers – worth \$8M).
- Designed and implemented Performance Center suite of tools, enabling hotel owners and managers to optimize their instant booking campaigns by an average of 14% each.

### **Experian Data Quality | Manager of Product Integrations and Innovation**

Boston, MA — December 2012 to April 2014

Ran cross-functional team to scope, build, and support implementations of Experian SaaS products into customer and partner software. Drove innovation efforts within 180-person division, focusing on changing product, customer experience, and internal processes.

- Designed and implemented product roadmap for \$2M Partner Platform.
- Saved over 250 man hours with creation of 4 new products in 6 months.
- Scoped and led technical sales efforts for more than \$4M in partner revenue.
- Overhauled 50-course Training & Development program for 180-person division.
- Led upgrades of over 50 products, representing more than \$8M in revenue.

### **Textaurant Corporation | Founder & CEO**

Brookline, MA — April 2009 to May 2013

Founded restaurant technology startup and took it from concept to company to acquisition.

- Managed complete product lifecycle, from customer development to user stories to QA.
- Sold company to competitor in multi-bidder acquisition.
- Hired and ran multi-disciplinary team, including engineers (4), design, marketing, and sales.

### **Allen Trent Associates | Northeast General Manager**

Reston, VA — July 2006 to September 2009

Owned largest region for adult recreational sports company, covering 50+ leagues and 20,000+ players per year.

## Education

### **Babson College**

2006-2008 – MBA, Entrepreneurship and Innovation

### **Brandeis University**

1997-2001 – Bachelor's Degree, Sociology

## Technical Skills

**Data:** SQL, Tableau, A/B and Multivariate Testing, Python, Google Analytics, Excel

**Wireframes:** Balsamiq, Sketch, Invision

**Code:** Basic HTML, CSS, JavaScript