

JAMES MURRAY

PRODUCT LEADER

DETAILS

PHONE

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EMAIL

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SKILLS

Leadership and Team Management:

Internal & External Stakeholder Management

User-Centric Approach

Go-to-market

Product Strategy

LINKS

jamesjrmurray.com

[linkedin.com/in/jamesjrmurray](https://www.linkedin.com/in/jamesjrmurray)

PROFILE

Seasoned Product Leader with a strong background in product management and technical expertise. Proven track record of driving successful product strategies, leading cross-functional teams, and aligning product initiatives with business objectives. Skilled in leveraging data-driven insights to optimize product performance and fuel growth. A passionate advocate for innovation, continuously fostering a customer-centric approach to drive impactful solutions.

EMPLOYMENT HISTORY

Senior Product Manager, Toyota Connected

London

Oct 2021

- Led and supervised a team of three product owners and five development squads, ensuring seamless collaboration and achieving project objectives.
- Designed and developed a scalable data lake from scratch to effectively store and manage connected car data.
- Implemented modifications to the development life cycle, enabling early feedback and enhancing the efficiency of the build process

eCommerce Product Owner, RS Components

London

Nov 2020 — Oct 2021

- Revamping the checkout process to ensure optimal responsiveness for 31 global markets
- Creating advanced payment APIs to enhance functionality and performance
- Integrating the PSD 2 payment flow seamlessly into the checkout system

Head of Product, Verv

London

May 2019 — Oct 2020

- Exhibited leadership and entrepreneurial spirit by building a Proof of Concept (POC) for a blockchain trading platform in collaboration with British Gas, an endeavour funded by the Innovate grant.
- As a founding member of Energy Web Blockchain, led a development team to meet crucial deadlines.
- Built a POC Platform as a Service (PAAS) for predictive maintenance. Collaborated with hardware engineers to construct several IoT devices, which gathered data for a machine-learning platform to predict faults on appliances

Senior Product Manager, Direct Line

London

Dec 2017 — Apr 2019

- Demonstrated leadership by implementing a data-centric approach for website improvement initiatives; the latest A/B testing for the payment procedure resulted in a 3% uplift in conversions, corresponding to an excess profit of half a million.
- Took charge of the complete spectrum of digital product management for the home product, defining the digital goals and designing the operational road map.

- Displayed leadership skills by collaborating effectively to oversee and prioritise business responsibilities, thereby influencing the strategic planning of two product owners.

Technical Product Owner, RDT

Kent

Sep 2016 — Nov 2017

- Collaborated with a top 5 Australian insurance company to design and develop an Insurance API for their e-commerce platform.
- Conducted customer workshops in Australia to gather requirements and insights, ensuring alignment with business objectives.
- Led and managed a team of developers in building a new API platform from scratch.
- Oversaw the entire development lifecycle, from initial planning to successful implementation, ensuring high-quality deliverables and meeting project deadlines.

Product Manager, Appnovation

Reading

Jul 2014 — Sep 2015

- Spearheaded the product division at Appnovation, overseeing the transition from alpha and beta stages to successful market launch.
- Conducted market research to identify needs and determine opportunity sizes.
- Created comprehensive business plans and presented recommendations to the VP of Sales and CEO.
- Collaborated closely with customers and customer support teams to address and resolve any customer experience issues during early engagement stages.

Product Manager, Cogeco Peer 1

London

Jan 2011 — Jun 2015

- Achieved double-digit growth, generating \$30M+ annually for my product portfolio at PEER 1.
- Successfully managed product lines from inception to delivery in EMEA, APAC, and NA markets.
- Pivoted from being a senior system engineer to taking ownership of technical products from a global product perspective.

TECHNICAL ENGINEERING CAREER HISTORY

TRHITC in Portsmouth

Senior Systems Engineer between Sept 2008 -Jan 2011

Wavex, London

System Engineer between Apr 2007 - Sep 2008

Liquid Knowledge, Kent

System Engineer between Apr 2005 - Apr 2007

VOLUNTEER - CHARITY FUNDRAISING

Demelza Hospice Care for Children

Cycled a route of 103 miles, completed in 7 hours and 5 mins.

The Lullaby Trust

Complete three peaks; this challenge consists of a 26-mile marathon of climbing, Ben Nevis , Scafell Pike and Snowdon .