

ANDRES MENESES

PMP & CSM certified | Top Secret Clearance | LinkedIn: [Andres Meneses](#)

Technical Product Manager

Software Engineering | Product Management | User Experience

Innovative product leader with experience in leading engineering teams, spearheading software development, facilitating technical product discovery, and leveraging data analytics to drive strategic product decisions. Proven expertise in translating customer needs into intuitive, user-centric solutions by aligning product capabilities with business objectives. Exemplify visionary leadership by setting a strong example, resolving conflicts, communicating with purpose, and demonstrating a tenacious work ethic.

Core Competencies:

Product Design | Market Research | Product Strategy | Stakeholder Management | Product Discovery
Product Vision | Problem-Solving | Business Development | Strategic Planning | Agile Development | People Leadership

Professional Experience

Director, Data and Technology Group (DTG)

September 2023 – Present

QinetiQ US: An engineering company focused on mission-led innovation providing critical capabilities in support of defense and security forces around the world

- Lead 50+ technologists, guide product teams, and integrate software solutions to meet customer needs
- Collaborate with executive, SME, and functional teams to craft quality products based on a holistic product philosophy
- Oversee end-to-end product delivery while leading cross-functional teams spanning product management, engineering, data analytics, and AI/ML solutions
- Direct customer engagements and consultations to deeply understand requirements and deliver tailored product solutions aligning with mission needs
- Identify and pursue growth opportunities by leveraging DTG capabilities and translate them into actionable delivery plans
- Engage customers and stakeholders, raise awareness, add scope, and deliver prototypes for SaaS products
- Provide thought leadership and strategic advisement to guide customers in optimizing their product development processes and methodologies
- Provide technical expertise for business development by evaluating opportunities and analyzing past performance
- Lead product and solution development implementing full product lifecycle activities as part of portfolio roadmap
- Leverage past client engagements and solutions to promote knowledge sharing and cross-pollination of ideas
- Monitor and measure impact of capability initiatives by conducting strategic needs analyses and market trends research
- Collaborate closely with customers throughout the product lifecycle - requirements gathering, roadmapping, prototyping, integration, and adoption

Key Accomplishments

- **ThreatCanaryAI:** Led product management for AI/ML solution to detect explicit threats against members of the US Judiciary
- **Proposal Intelligence Neural Knowledge Yelder (PINKY):** Led product management for Gen AI solution for accelerating path to a pink draft of a proposal leveraging Large Language Model (LLM), Vector Database, and Retrieval Augmentation Generation (RAG)

Program Manager & UI/UX Engineer

May 2023 – September 2023

- Led 10+ technologists and intelligence professionals and directed program for national security client
- Provided data advisory expertise and business process solutions that accurately translate user needs into solutions
- Gathered continuous feedback from customers to enhance product capabilities and ensure alignment with use cases
- Analyzed federal government requirements and articulate technical solutions and strategies that address key challenges
- Provided thought leadership and technical expertise for business development to tech and non-tech audiences
- Facilitated training sessions and workshops to share best practices for product strategy, roadmapping, and implementation
- Exceeded established performance goals in support of overall corporate growth and success

Key Accomplishments

- **Portfolio Management:** operated program portfolio at a 14% profit margin, 7.5% higher than company target
- Led product development to launch new product for model performance reporting that addressed reporting gaps

Awards: Diversity and Inclusion Award

Principal Technologist & Front-end Engineer

November 2020 – May 2023

- Developed and managed web applications for divisions within prominent US federal national security agency

- Conducted UX research, interviews, and assessments to develop user-centric solutions
- Enhanced and improved user interfaces for apps and prototypes, and facilitated software testing and debugging
- Engaged with delivery teams and client to advise on open source and commercial technology solutions
- Collaborate with clients and business analysts to translate business requirements into technical requirements

Key Accomplishments

- Front-end contributor from design, wire-framing, UX, and user testing to site building React-based scalable web app
- Front-end data analysis contributor to data reporting dashboard to gather and process data for daily reporting
- Led UI improvements to existing apps based on UX research and customer needs

Tools: ReactJS, JavaScript, HTML5, CSS3, Node.js, API integration, Bootstrap, AWS, Databricks, Figma, and Balsamiq

Awards: Innovation Award

Digital Solutions Engineer & Front-End Developer

January 2018 – September 2020

Akima: *Global enterprise powering some of the most critical, cutting-edge work in the US government*

- Developed and managed multiple interactive business websites based on UX and UI principles in an agile environment
- Collaborated with stakeholders and project managers to develop technical requirements for websites
- Developed responsive, mobile-first, front-end user interfaces in an MVC framework
- Ensured sites maintain optimum performance and security and provided clear and robust technical documentation
- Served as main resource for training and support on of day-to-day site management

Key Accomplishments

- Fully redeveloped 40 company sites from design, wire-framing, UX, and user testing to site building and API integrations
- Led digital transformation project, which included site consolidation, implementing new design standards, streamlining workflows, repositioning digital media presence, SEO optimization, and integrating company sites

Web Developer

November 2017 – January 2018

American Nurses Association

- Developed and managed site migration worked closely with team to deploy optimized educational user experience
- Ensured brand consistency and implemented online marketing and SEO strategy
- Collaborated as a developer in digital transformation and migration of various nursing sites under one modern portal

Digital Content Manager

January 2017 – August 2017

American Pharmacists Association

- Conceptualized, developed, and managed online content for member-facing portal
- Analyzed and made data-aligned improvements to continuously enhance and improve UI/UX
- Oversaw workflow management, iterations, content testing, and updates on digital platforms
- Developed and implemented digital strategy ensuring SEO best practices to promote content across web and social media

Key Accomplishments

- Implemented use of project management software to track project lifecycles more effectively
- Improved vendor responsiveness and performance by setting clear guidelines, timelines, and deliverable expectations
- Boosted usage of Peripheral Brain 2017 by 18% compared to 2016 edition by leveraging online platform's new features

Technical Project Manager

January 2005 – January 2017

The World Bank Group

- Provided daily lifecycle project management of 15+ high-profile projects within a Scrum framework
- Led cross-team mobile app development on one of the World Bank's highest profile reports
- Directed vendor and client deliverables leveraging internal and external digital communication channels
- Maintained critical databases and content management systems for data analysis

Key Accomplishments

- Implemented business model transition from traditional to new media publishing leveraging digital platforms
- Improved production efficiency by 20% for a World Bank division by implementing new design standards, refining project workflows, deploying metrics to improve productivity, and repositioning digital media presence

Education

Rochester Institute of Technology | Rochester, NY

- **Bachelor of Science**, New Media Publishing-Graphic Communication, *Cum Laude*

Berkeley Haas: Product Management Certificate (in progress)

MIT: Applied Generative AI for Digital Transformation Certificate

Scrum Alliance: Certified Scrum Master (CSM)

Duke: AI Product Management Specialization

PMI: Certified Project Management Professional (PMP)

Prosci: Prosci® Certified Change Practitioner