ERICK FROEDE

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EXPERIENCE

Mixlab   New York, NY
Digital Product Manager   *June – Sep. 2019*

- Led an Agile, distributed team of five developers responsible for increasing prescriptions and enhancing user experience across three Ruby-based software platforms.
- Launched an API-based pricing tool project to reverse profit margin erosion and support pharmacist decision making.
- Experienced a high-growth, seed-stage startup; Founder and Lead Developer references available.

Sabbatical   *Oct. 2017 – Mar. 2019*
Following full-time care for a terminally ill parent, I volunteered, traveled, and enrolled in online courses.

Siemens Healthcare   Norwood, MA
Global Product Manager   *Mar. 2016 – Sep. 2017*

- Owner of all supply, quality, and product road map activities for the $275M Critical Care business line, outperforming company targets.
- Launched in two emerging markets and realized 10x shipment growth for the cardiac portfolio through close collaboration with cross-functional teams, both technical and commercial.
- Implemented several innovative clinical & operational software features by acting as "Voice of the Customer", resulting in our flagship point-of-care Blood Gas platform being consistently recognized as a market leader.

Siemens Healthcare   Tarrytown, NY / São Pulo, BR / Walpole, MA
Graduate Rotational Program   *Aug. 2013 – Feb. 2016*

Strategy
- Led a comprehensive "Go-to-Market" project for the United Kingdom's Laboratory Diagnostics division.
- Positioned a declining business (-3% Y/Y) to achieve 5% growth through a comprehensive, 5-year roadmap that restructured the sales operations and product portfolio.
- Designed & facilitated ideation workshops for over 15 VP and Director-level stakeholders across functions.

Sales
- Reduced excess inventory by 30% through restructuring of the local Sales & Operations Planning process, incorporating global best practices.
- Delivered a program to increase customer retention for the Chemistry, Automation, and Immunology business by retraining more than 20 sales representatives.
- Executed business intelligence activities, including an analysis of market pricing and third party offerings.

Supply Chain
- Led the Project Management Office for a global logistics savings initiative, which reduced costs by $1.8M/year.
- Managed an international communications workstream for the Centaur product line, reaching over 300 customers.
- Realized 15%+ annual cost savings through a vendor-managed inventory model that prevented expiration of consumables.

KEY SKILLS

Non-Technical
- Design Thinking, cross-cultural and interdisciplinary team building, leadership of distributed & remote teams.

Technical
- Product / project management, data analysis and visualization, KPI dashboards, basic coding (MATLAB, R, Python, etc).

EDUCATION

The Pennsylvania State University   State College, PA
Master of Science in Mechanical Engineering   *2011 – 2013*

- Cumulative GPA of 3.9 / 4.0
- Minor in Engineering Leadership Development.
- Fellow at the Applied Research Laboratory.

The Pennsylvania State University   State College, PA
Bachelor of Science in Mechanical Engineering   *2006 – 2010*

- Cumulative GPA of 3.6 / 4.0
- Minor in Product Realization.
- Dean's list & honors program.

ADDITIONAL

- Recipient of the Outstanding Early Career Engineering Award (Penn State).
- Lean Six Sigma Green Belt (General Electric).
- Youth development & home building volunteer with TECHO Guatemala.