Farbod Jahan

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Professional Experience

Abbvie (Allergan Aesthetics Tech) – *Disrupting the aesthetics industry through data, design, and technology* — Oct 2024 – Present

Director of Product

- Launched 10+ AI driven features (search, personalization, chat), contributing $48M in new revenue
- Consolidated 7 internal tools into a unified sales enablement platform with IAM & JITA, boosting sales productivity by 35% and revenue by 15%
- Introduced company wide A/B testing infrastructure; increased DAUs by 28% and engagement by 17%
- Scaled product team from 6 to 15; implemented OKRs, data first rituals, and coaching systems, improving output by 20%
- Built cross functional alignment with 40+ stakeholders across engineering, legal, compliance, and design to deliver enterprise grade features

Swiftly – *Retail technology company that provides solutions for retailers and brands* — Aug 2023 – Aug 2024

Director of Product

- Scaled product team from 4 to 12 PMs; launched 3 new 0 to 1 platform products, growing revenue and customer base by 35%
- Designed and shipped a self serve onboarding platform with IAM; reduced setup time by 80% and added scalable revenue stream
- Delivered standardized platform components; accelerated feature delivery by 22%
- Built cross functional operating model across engineering, design, and product; reduced delivery cycle time from 6 to 3 weeks
- Defined and launched real time analytics suite for retailers; adopted by 60% of clients and drove $5M in new revenue in 4 months
- Reduced coordination overhead by 15% through process redesign and async collaboration practices

PayPal – *Global fintech platform serving over 300M users with B2B and B2C payment solutions.* — Oct 2021 – Aug 2023

Group Product Manager

- Managed 7 PMs across B2B/B2C platform products serving over 300M users globally
- Rebuilt Developer Dashboard UX; increased new developer sign ups by 23% and logins by 18%
- Launched real time transaction dashboards; reduced SLA breaches by 40% across core payment workflows
- Redesigned onboarding flow and authentication setup; cut developer onboarding time by 37%
- Unified mobile and web product flows; lifted engagement by 30% across platforms

ScreenMeet – *Remote support and collaboration software integrated within CRM and ITSM platforms* — Dec 2018 – Oct 2021

Senior Technical Product Manager

- Built enterprise grade screen sharing solution from scratch; generated $1.25M ARR in year one
- Scaled 3 product lines from MVP to general availability, resulting in 280% revenue growth and 5x customer increase
- Launched native mobile apps (iOS & Android) in under 6 months to serve mobile first enterprise clients

Guidewire Software – *Enterprise software suite for P&C insurance providers, powering digital claims and policy systems.* — Dec 2017 – Nov 2018

Software Engineer

- Developed automation tools that increased system efficiency by 25% and saved $15K in annual cloud costs
- Automated test coverage reporting, reducing QA cycles by 30% and increasing deployment confidence

Spell Train – *Spelling Bee application integrated with voice activated devices* — Jul 2015 – Nov 2017

Product Manager

- Built and launched a voice based spelling app, improving spelling accuracy by 43% and reaching 1,000+ downloads
- Conducted weekly A/B testing and user feedback sessions to optimize UX and feature prioritization
- Introduced voice analytics, improving pronunciation accuracy by 38% among early learners

Audible Magic/Marvell Technology – *B2B/B2C software application* — Aug 2013 – June 2015

Software Engineer

- Built internal web tools that automated QA workflows and reduced manual testing time by 40%

Skills

Core PM: B2B/B2C SaaS, Platform & Product Strategy, Growth, UX, A/B Testing, PRDs, Agile, OKRs, Mentorship, People Management

AI & Data: Generative AI, LLMs, ChatGPT, Analytics, SQL, TensorFlow, PyTorch, AI/ML, LangChain, Snowflake, Vector Search

Technical: IAM, REST APIs, WebRTC, Kubernetes, AWS, SEO, OAuth2, Optimizely, Docker, Embedded Pipelines, GraphQL

Tools: Jira, Confluence, Figma, Tableau, Google Analytics, Amplitude, Power BI, Salesforce, GitHub, Miro, Zapier, GA4, Looker

Education

Master of Business Administration - Santa Clara University

Bachelor of Science in Computer Engineering - San Jose State University