

JOHNATHAN MARGHERET

2011 S High St Denver, CO 80210 | (440) 623-1370 | jcmargheret@live.com | [LinkedIn](#)

Product leader with 6+ years building data and AI-powered products from 0 to 1 in fast-paced SaaS environments. Built the data platform that was the backbone of a \$3B recapitalization, concept to production in under 6 months. Delivered AI-powered automation saving \$300K annually and ML-driven products tied to \$1.5M in revenue growth. Translates ambiguous executive needs into prioritized roadmaps and measurable outcomes, leading cross-functional teams from discovery through delivery.

SIGNATURE STRENGTHS

- **Product Strategy & Business Ownership:** Thrives in ambiguous, fast-paced environments. Takes vague executive direction and turns it into prioritized roadmaps with measurable outcomes. Experienced driving stakeholder alignment and owning results from strategy through delivery.
- **0-to-1 Product Development:** Builds data and AI products from scratch through production, owning the full lifecycle from discovery and requirements through GTM and post-launch iteration. Shipped products used in executive financial planning, enterprise workflow automation, and high-stakes business decisions.
- **AI & Data Expert:** Hands-on experience shipping ML models, analytics platforms, BI products, and AI-powered applications. Technically fluent across Snowflake, dbt, SQL, Power BI, Streamlit, and AWS, focused on converting data infrastructure into products that drive decisions.
- **Technical Product Leadership:** Partners with large teams of engineers and analysts across complex, multi-brand organizations. Works at both levels: detailed requirements and delivery, and high-level executive communication on progress and tradeoffs. Comfortable wearing many hats.
- **Technical Aptitude:** Jira, Confluence, Aha!, SQL, Claude Code, Snowflake, Figma, Pendo, Salesforce, AWS, Athena, Miro, Zapier, Microsoft 365, Google Workspace

PROFESSIONAL EXPERIENCE

Product Manager, Enterprise Data Products

Team Services Group | Denver, CO | 2024 – Present

Multi-brand organization operating complex workforce, payroll, and operations platforms for the home health care industry, across 50 states.

- Joined as the 6th hire on the data team and helped scale it to 22 engineers and analysts; built the company's data and software infrastructure from scratch.
- Identified credential compliance failures and blocked revenue at Pearl's Hope; led a data modeling effort that enabled proactive expiration alerts for ~750 caregivers and recovery of ~\$200K in AR within billing windows, with the solution now rolling out across all agencies.
- Built the company's core data product from 0 to 1, pulling financial and operational data from 16 entities into a single platform in 6 months; executive leadership uses it for monthly KPI reviews and financial planning across the full organization.
- Delivered an AI-powered internal application built on the company's data products that saved \$300K+ annually by automating manual workflows.
- The data platform was central to due diligence for TEAM Services Group's \$3 billion acquisition by General Atlantic, one of the largest transactions in home care history.
- Driving product direction for Snowflake Cortex Analyst (agentic BI) to replace multi-day BI request queues with plain-English data queries for brand leaders; owns requirements, roadmap, and data engineering coordination toward first agency go-live this quarter across 18 brands.
- Partners with executives across 9 of 18 TSG brands to surface ambiguous operational problems and translate them into scoped data product requirements and measurable solutions.
- Introduced Agile and Kanban from scratch on a newly formed team; built roadmaps and capacity plans that transformed untracked delivery into a predictable cadence with clear stakeholder expectations.

Product Owner, Data Platforms

Procure Solutions | Denver, CO | 2022 – 2024

#1 US childcare management software company with 37,000 customers.

- Defined and executed the data team's product strategy aligned to company OKRs (reducing churn, increasing profitability, growing conversion rates), with the ML lead model, predictive churn model, and customer matching solution as the core delivered outputs.

- Built the ML model responsible for generating all net new leads for the company, producing ~\$1.5M in revenue growth and \$80K in annual lead acquisition savings.
- Delivered predictive churn models using machine learning to identify high-risk customers, protecting an estimated \$100,000 in ARR.
- Implemented customer matching solutions to identify over 3,000 unbilled or incorrectly billed customers.
- Took an AI-powered deal summary tool from idea to launch; sales reps gained fast access to opportunity history and onboarding accelerated as a result.
- Integrated Account Health data summaries into CRM; sales reps and account managers gained instant customer context that reduced repetitive client interactions and streamlined sales and onboarding workflows.
- Increased team productivity by 300% through implementing Agile and Scrum methodologies and ceremonies.
- Directed data fluency initiatives to increase monthly analytics usage by 800% and active users by 375% in 6 months.

Product Operations Specialist

Procure Solutions | Denver, CO | 2022 – 2023

Subject matter expert for product analysis, go-to-market efforts, and intra-product team collaboration.

- Created, led, and maintained Go-To-Market processes for all 6 Procure products.
- Developed and trained product teams in standard operating procedures, enabling more effective execution across the organization.
- Tracked and reported on user adoption of new and existing features across the product portfolio; served as Pendo subject matter expert.

Associate Product Manager

Seamless.AI | Cleveland, OH | 2021 – 2022

AI Sales Software and Business Leads platform, ranked #7 by LinkedIn of Top 50 Startups.

- Inherited a backlog of 800+ unorganized tickets; restored sprint health by auditing descriptions, closing stale items, and surfacing highest-priority work, giving the team clear queues for upcoming sprints.
- Consolidated fragmented intake spread across email, Slack, and phone into a single system, handling all internal product requests and enabling structured roadmap communication to enterprise customers, eliminating intake overhead for the PM team.

Product Manager Intern

Seamless.AI | Cleveland, OH | 2019 – 2021

Introduced to product management, Agile methodologies, and Scrum practices in a fast-paced startup environment.

- Developed wireframes, requirement systems, mocks, and user journeys for new product features currently in use.
- Designed and launched a new product blog from scratch; trained employees in best practices for writing quality articles.
- Performed product audits highlighting areas of improvement, more user-friendly functions, and ways to make the software more robust.

Strategic Analysis Intern

Proformex | Cleveland, OH | 2019 – 2021

Startup SaaS company with technology tools designed to better manage life insurance and annuity products.

- Developed analytical tools in HubSpot to streamline the sales pipeline and track progress toward goals.
- Researched and analyzed 50+ venture capital funding opportunities for upcoming capital raises.
- Created and implemented a new method of uploading client policies to the platform, increasing efficiency by ~20%.

OTHER ACHIEVEMENTS

- One of only 36 students accepted annually into The Ohio State University's IBE Honors Program
- Maximus Scholarship winner
- USYSA National qualifier (soccer), Midwest Regional and State Champions
- Swim Coach, Lifeguard and Swim instructor (2014–2017)

EDUCATION

The Ohio State University, Fisher College of Business | Integrated Business and Engineering Honors (IBE) | Cum Laude
BSBA with Honors | Major: Information Systems | Minor: Engineering Sciences | May 2021

Hobbies: Baseball, skiing, soccer, ping pong, fishing, weightlifting, camping