Contact

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(LinkedIn)

Top Skills

SQL

Product Planning

AI Strategy

Languages

French (Native or Bilingual)

JavaScript (Professional Working)

English (Native or Bilingual)

Structured Query Language
(Professional Working)

Certifications

Learn TypeScript: Fundamentals
Course

Claude Code in Action

Learn Intermediate JavaScript
Course

Agile Analytics

Python Data Structures

Honors-Awards

Member of the Golden Key
International Honor Society

Alex Yeargan

Growth Product Manager creating real value for real people
Montreal, Quebec, Canada

Summary

I love my work!

The whole process of discovering, defining and resolving client
problems with digital solutions is just exciting to me. I think it's partly
because the cycle of exploration, ideation, and execution is so
challenging and rewarding. Also there's the thrill of being part of a
great team focused on getting valuable stuff done right.

I view my role of product manager as being the primary purveyor
of facts. I investigate, gather, organise, and analyse facts to draw
conclusions using tools and frameworks that mitigate my exposure
to bias. I am a compelling advisor to my scrum teams as well as the
entire org. Through my data-backed advocacy for customer value, I
effectively collaborate cross-functionally to solve real problems and
create real value for real people.

I'm a good coach and I enjoy mentoring others and sharing
practices, frameworks, and processes that I have found to be drivers
of valuable outcomes.

I enjoy learning and exploration:
- I welcome new information as an opportunity to get things right.
- I have a good "gut" sense, but I make data-driven decisions.
- I can quickly extract information and deconstruct a task down to its
core.

I value teamwork and collaboration over personal gain:
- I have a talent for aligning teams to common goals.
- I am goal-oriented as an person, but I feel strongly that teams are
stronger than individuals.
- I create value for stakeholders, business owners, users, and team
members.

I know that value comes from measuring outcomes, not output:

- I am calm under pressure, which helps me guide my teams.
- I focus on making good, strategic decisions (long term validity).
- I believe that trust, transparency, alignment and accountability are the essential elements of successful teams.

I'm a big reader.
These are a few of my current favorites:
- Best Things First (Bjorn Lomborg)
- Thinking Fast and Slow (Daniel Kahneman)
- Lean Enterprise (Jez Humble)
- The Lean Startup (Eric Ries)
- Change by Design (Tim Brown)
- Escaping the Build Trap (Melissa Perri)
- The Phantom Tollbooth (Norton Juster)

I speak a few languages:
- English
- French
- Javascript
- HTML
- CSS
- SQL

I appreciate new must-read recommendations! Let's connect and share favorites or talk about new tech and new opportunities for better outcomes.

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Experience

Dealerware
Senior Product Manager
February 2022 - Present (4 years 2 months)
Austin, Texas, United States

Lead PM owning the full product surface across payments, invoicing, and merchant onboarding for a B2B SaaS platform processing high-stakes automotive fleet transactions.

Data-Driven Revenue Impact: Interrogated complex transaction data via SQL to identify high-leverage friction points, reducing unsuccessful transaction flows by 65% ($24M annually).

Revenue Architecture: Negotiated merchant processing rate structures and redesigned markup models end-to-end, generating an immediate $20K MRR lift.

0-to-1 Execution: Designed and shipped iterative improvements to contracting workflows and customer onboarding from concept through GTM producing a 90% reduction in uncollected AR and a 50% faster onboarding cycle.

AI-Augmented Delivery Velocity: Established an agentic PM workflow (Jira Rovo, LLM-based spec generation) that compressed spec-to-dev lead time by 70%, enabling a measurable shift from reactive maintenance to rapid MVP experimentation.

Structured Experimentation: Built an AI-enabled qualitative signal pipeline, clustering support and sales feedback at scale and drove a 55% reduction in escalations through targeted, data-validated product iterations.

Stakeholder & OKR Alignment: Served as the single point of alignment across Engineering, Revenue, and Customer Success; defined and socialized success metrics ensuring 100% roadmap clarity and measurable OKR accountability at every sprint review.

TrackTik
Product Manager
November 2020 - February 2022 (1 year 4 months)
Montreal, Quebec, Canada

PM on the data platform team for a B2B workforce-management SaaS serving enterprise security operations. Owned product discovery, user research, and roadmap definition for the flagship dashboard product used by 100K+ field operators globally.

Structured Discovery & Validated Learning: Led end-to-end user research programs and closed-beta cohorts to validate product-market fit, converting ambiguous enterprise needs into scoped, build-ready requirements with defined acceptance criteria, reducing rework loops by ~40% across two major release cycles.

Product Analytics Infrastructure: Founded and led the cross-functional Product Analytics Guild. Shared data instrumentation standards, KPI ownership, and predictable learning cadences across the product org. Directly improved decision-making speed for 2 concurrent product squads.

Go-to-Market Coordination: Partnered with Sales, Customer Success and Product Marketing to develop feature-level GTM playbooks for enterprise launches, improving adoption metrics by 30% in the first 90 days post-release.

CoSolutions Inc.
1 year 10 months

Property Manager
February 2019 - November 2020 (1 year 10 months)
Montreal, Canada Area

Coordinated communications between landlords, tenants, and suppliers. Prepared and signed lease agreements with prospective tenants (commercial and residential). Managed bookkeeping and accounting related to rent collection and business expenses.

Business Analyst
February 2019 - November 2020 (1 year 10 months)
Montreal, Canada Area

In 2018, the owners of St-Viateur Bagel invited me to join their corporate team and help manage some of their other businesses. Since then, I've succeeded in several roles (often simultaneously), including Property Manager, HR strategist & Project Manager (CoSolutions Inc.), as well as New Product Development Manager (St-Viateur Bagel).

Accomplishments:
- Developed corporate strategies
- Researched & developed successful trademark applications
- Developed and deployed HR and marketing strategies
- Coordinated project development, and client communications.

SPHERIKA
Product Manager
February 2019 - November 2020 (1 year 10 months)
Montreal, Quebec, Canada

My interest in agile product management came from my exposure to CoSolutions Inc.'s sister company. In 2019 I officially integrated the team at Spherika (headed by my employer's twin sister) as a product manager.

Both of my employers operating in complementary services allows me to work with clients at all levels of business development:

- Meeting with clients to define ideas and needs.

- Conducting customer research and establishing competitive benchmarks to identify major trends and opportunities

- Developing roadmaps for successful product outcomes

- Working closely with business owners, engineers and designers to align effort and expectation towards a valuable outcome.

St-Viateur Bagel & Café
Restaurant Manager
2015 - 2018 (3 years)
Montreal, Canada Area

Managed daily restaurant and food truck operations. Managed staff. Hired and trained new staff.

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Education

Concordia University
Bachelor of Arts - BA, Psychology/Business · (2015 - 2019)