ALEXANDER SUNG

Product Manager

www.alextsung.com | 510.207.7910 | alextimsung@gmail.com

ABOUT ME

How do I create effective products and product teams? Gather thorough user research, develop intuitive product design, and analyze data & metrics to drive product strategy plus business initiatives across the org. My passion is designing products that you can't live without and building incredible cross-functional teams. I have built product orgs from 0-1 and mentored other PMs to thrive in early startup environments. When I'm not working, you can find me surfing Product Hunt, playing Ultimate Frisbee, volunteering at my local school, or exploring delicious Omakase experiences.

EXPERIENCE

2022 - 2023

AGENTSYNC

PRINCIPAL PRODUCT MANAGER

- Joined as 1st Principal PM hire → built out product org, hiring, leveling, and growth
- Built the 1st insurance industry BI / data product for mapping US agents & agencies
- Went from 0 to 15+ paying customers (with over $2M+ in revenue) after launching
- Mentored other PMs on the team and owned the roadmap for all new Beta products
- Matured the product org in user research plus product design, strategy, and growth
- AgentSync Named One of 20 'Rising Stars' as Part of Forbes' Cloud 100 List
- Secured $75M at a $1.2B Unicorn Valuation to Power Growth Across the Industry

2020 - 2022

TURING

SENIOR PRODUCT MANAGER

- Joined as 2nd Senior PM hire → Grew product team to 25+ people
- Grew from a team of under 60 people to over 750+ people within 2 years
- Turing went from Series A → Series B ($1.1B+ valuation) → Series D ($4B+ valuation)
- Interviewed, hired, and onboarded head of product and director of PM roles
- Led 3 of Turing's core products: Matching, Self-Serve, and Workplace
- Scaled our matched developers by over 10x from under 100K devs to 1M+ devs
- Owned and managed the product roadmap with CEO and executive team
- Moved our NorthStar metrics and scaled revenue by over 17x in less than 2 years

2019 - 2020

JUNIPER NETWORK

SENIOR PRODUCT MANAGER

- Mist Systems acquired by Juniper Networks for over $405+ million
- Delivered the first AI-driven network to Fortune 10 and Fortune 50 companies
- Reached over 150% year-over-year growth at Juniper Networks
- Named Visionary → Became Market Leader in Gartner Magic Quadrant
- Voted the best product in Wired & Wireless LAN Access
- Developed new processes for agile development for Marvis Chatbot, AI for IT

ALEXANDER SUNG

Product Manager

EXPERIENCE

2018 - 2019

MIST SYSTEMS
PRODUCT MANAGER

- 1st PM hire and worked directly with CEO, CTO, and VP of Product
- Built the core dashboards for all of Mist's core products
- Owned North Star metric in growth, engagement, and retention
- Launched the MVP for Marvis, Mist System's AI-driven network
- Managed the product roadmap with VP of Product, CEO, and CTO

2017 - 2018

LOCALWISE
ASSOCIATE PRODUCT MANAGER

- 1st PM hire and worked directly with CEO to reach $1 million+ ARR and drive growth to reach Series A funding
- Increased DAU / WAU engagement plus owned all growth metrics
- Developed product strategy, roadmap, UX & UI, and user research for finding product-market fit

2014 - 2015

BOARD DIRECTOR
PRODUCT / DESIGN CONSULTANT

- Product Manager for SaaS B2B enterprise software startup
- Focused on product roadmap, product marketing, UI/UX design, GTM strategy, and finding PMF
- Developed core product for startups & non-profits needing board management cloud software

2014 - 2014

MAGIC, INC.
PRODUCT MARKETING CONSULTANT

- Consultant that helped startup become viral on ProductHunt, TechCrunch, Wired, Reddit, and other news / media channels
- Worked with co-founders in strategizing user experience and customer success driving rapid growth of over 8,000+ paying users in 6 months
- Jumped into product, marketing, UX & UI, and customer success to make Magic happen for clients

2010 - 2011

BEST AUCTION GIFTS
CO-FOUNDER

- Co-founded a startup focused on online bidding, customer loyalty, and fundraising while studying at university
- Oversaw product design, user experience, business operations, and people ops with a team of 6 college students
- Expanded active daily users from 0 to over 3000+ in under 3 months