

Derek Megyesi, MBA, MSC, PMP, ITIL, CBAP, PMI-ACP

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HIGHLIGHTS OF QUALIFICATIONS

Technical Product Manager with over 15 years' experience as Strategist, Developer, Quality Assurance, and Team lead. Highly skilled in the areas of Solution & Enterprise Architecture, UX Research & Design, Artificial Intelligence, Mobility App Design, Agile Scrum, SaaS/laaS/PaaS, ITOps, DevOps, and Performance Engineering.

- Secured \$100K in grant funding for a new seamless SSO product extension. Funding paramount in creating 5-year strategic plan with forecast of \$25M revenue / 10,000 users.
- Re-architected monolithic architecture into a SaaS based model in parallel with implementing a Product Led Growth strategy consisting of a freemium and multiple paid tiers.
- Product Management strategist that took a mobile product from \$0 revenue to \$300K in two years.
- Recent graduate of the Product Calgary - Associate Product Manager program (2021).
- Project Management Professional (PMP) designation.
- Master of Business Administration (MBA); specialization in Innovation Leadership.
- Master of Computer Science; specialization in Artificial Intelligence.

PROFESSIONAL EXPERIENCE

Black Gold Emergency Planners (Calgary, AB, 2019 – Present)

Technical Product Manager

- Led a software engineering team of 3 people. Hired, onboarded, and coached engineers individually, providing regular feedback and aligning individual skills and growth areas with company needs and trajectory.
- Resurrected abandoned BGGPlan product offering by streamlining and prioritizing features based on client feedback and revenue potential. New MVP won 75% of lost clients.
- Performed Market Segmentation, and Competitive Analysis for each iteration of the BGGPlan mobile product resulting in a 25% growth rate of client base in 2021.
- Switched pricing strategy of the BGGPlan product from a bulk purchase to a subscription-based pricing model based on number of users. Strategy increased revenue by 40% and minimized business cost to virtually \$0 by transitioning to SaaS model.
- Strategized overall Business Plan and Product Roadmap for 2021-2025 with ambitious goal of \$25M revenue / 10,000 users. Strategy mapped product features to business drivers: acquisition, expansion, retention, and cost reduction.
- Provided technical analysis, assessments and recommendations for build vs. buy vs. partner opportunities, as well as onsite technical due diligence, for safety mobile application.

Paysafe (Calgary, AB, 2016 – 2018)

Full Stack Senior QA Automation Engineer (Team Lead)

- Architected new responsive design experience for 2018 World Cup; multi-page app product configurators with Angular, Jasmine, and Protractor. Streamlined registration / login flow, and enhanced user experience.
- Conducted market research using SQL and Web analytics to understand customer trends. Elicited all requirements. Initiative captured a new \$250,000 revenue stream for first-time gambling customers.
- Defined the project's automation test strategy, established standards, and success metrics.
- Developing a new mock-based test framework template for all test teams. Increased sprint velocity by ~25% across all teams.
- Product Owner in managing development backlog. Balanced features against market need, revenue potential, user experience, performance / security requirements, and addressing bugs (technical debt).
- Pared down feature list by 50% to enable more rapid development of critical products.

Canadian Pacific (Calgary, AB, 2013 – 2015)*Specialist, Business Systems (Project Management Office-PMO)*

- Partnered with executive leaders consulting in PMO delivery and business alignment, framework and methodology process creation, program and project delivery best practices and implementation.
- Established and managed the Release Management lifecycle across the entire Rail Application System (RAS) organization.
- Scheduling coordinated, and managed the releases for 70 mainframe applications onto a mainframe re-hosting environment; increased release velocity by over 50%.
- Key contributor in the RAS IS PMO office responsible for ensuring traceability and audit validation of requirements for all RAS applications (~90 applications).
- Oversaw that all presented solutions met the business need, and both conform to specifications, and map to testable requirements.
- Audit efforts produced PRD implementations with 100% deployment success rate (0 release rollbacks).

TELUS (Calgary, AB, 2007 – 2013)*Senior Business Systems Analyst (Team Lead)*

- Previous leadership role as Senior Quality Assurance Engineer, eventually being promoted to Senior Business Analyst.
- Led a 5-person PeopleSoft HRMS/Financial General Ledger (GL) QA/BA Hybrid team as part of the conversion of Alberta provincial legacy payroll data to PeopleSoft.
- Creating functional/non-functional requirements and extensive use of UML class and context diagrams; collaborating with business and financial users of the system via Joint Applications Design (JAD) sessions.
- Communicated vision, plans, status, issues and activities to all levels of management. End result was the conversion of financial GL data for over 30,000 AHS employees (over \$250M in monthly payroll costs).
- Project lead for the e-People responsive redesign. Set direction for what was then AHS's largest project to date. Post launch, mobile traffic time-on-site doubled, and visitor traffic at non-peak times grew by 20%.
- Reversed a year-long paid subscriber decline from -3% month-to-month to +2% month-to-month with redesign of user account level management; aiding user to understand which features per account level.
- Led a 3-person project team (BA/QA/DEV) in the development and critical path testing that secured a new online billing contract with Shoppers Drug Mart (\$10M worth of annual online billing traffic).
- Led a team of 5 automation engineers in an automation project to automate all manual QA health services tests (~7000 tests). Team was consistently 2 weeks ahead on all milestone phases.

EDUCATION**Master of Business Administration (MBA)**

Sandermoen School of Business, University of Fredericton. Specialization in Innovation Leadership.

Master of Science in Computer Science

Georgia Institute of Technology (Georgia Tech). Specialization in Artificial Intelligence.

Bachelor of Computer Science (Hon)

University of Saskatchewan. Specialization in Software Engineering.

CERTIFICATIONS

- Project Management Professional PMP (License 1902404, 2016 – 2025)
- ITIL Foundation (License GR750223761DM, 2016 – No Expiry)
- Certified Business Analyst Professional CBAP (License 13432107, 2016 – 2025)
- PMI Agile Certified Practitioner PMI-ACP (License 1959332, 2016 – 2025)