

ANDREW MARGOLIS

Product & Platform Leader | Growth, Transformation, & Scalable Systems

Chicago, IL | margolis36@gmail.com | (440) 539-7000 | linkedin.com/in/margolisandrew36

EXECUTIVE SUMMARY

Product and Platform Leader with proven expertise in defining **multi-year roadmaps** and **driving platform innovation** for complex enterprise systems. **Exceptional communicator** adept at driving **stakeholder alignment** across cross-functional teams, **influencing at the executive level**, and achieving win-win outcomes amid competing priorities. Analytical professional capable of leveraging **AI** and emerging technologies to enhance user experiences while maintaining a balance between **strategic vision** and tactical execution. Known for aligning leadership and cross-functional teams to **deliver complex initiatives** from ambiguity to measurable business outcomes, consistently driving revenue acceleration, operational scale, and **platform modernization**.

PROFESSIONAL EXPERIENCE

Head of Product (Part-Time) | College Gymnastics Association | Chicago, IL | Nov 2025 - Present

Nonprofit organization dedicated to the growth and sustainability of collegiate men's gymnastics.

- Owning end-to-end product strategy and execution, including user research, platform architecture, UX/UI design, and full product build
- Led 0→1 transformation of CGA's digital ecosystem into a scalable product platform, aligning technology with athlete visibility, engagement, and long-term growth
- Launched new revenue and engagement capabilities (fundraising, subscriptions, SEO-driven growth), establishing a foundation for scalable monetization and platform expansion
- Influenced executive stakeholders and member institutions to adopt a digital-first operating model, reshaping how technology enables growth, engagement, and operational scale

Program Management Principal | Burwood Group | Chicago, IL | May 2025 – Dec 2025

IT consulting firm helping technology leaders through technology modernization and managed services.

- Achieved \$2.8M in new client wins by standardizing SOWs and automating estimation tools, reducing quote creation time to under 60 minutes
- Drove new revenue stream generation by conceiving and launching Burwood's Enterprise Maturity & Capability Assessment program in under 28 days, designing end-to-end framework including GTM strategy, assessment methodology, scoring model, and pricing
- Improved workforce planning accuracy by building and deploying Burwood's first company-wide Technical Skills Matrix, formalizing personnel assessment across all practices
- Enhanced operational efficiency by spearheading cross-practice program management and standardization initiatives for Burwood's largest enterprise accounts

Senior Product Manager | Follett Higher Education | Chicago, IL | Jan 2024 - May 2025

Leading provider of EdTech, services, and content for universities across North America

- Accelerated \$50M in annual cash flow by 60 days by redesigning and fully automating Follett's invoicing process, replacing manual email-driven workflows with a vendor-driven, web-based payment portal
- Generated \$80M in annual revenue by developing and launching a new industry-wide course material access program tailored to student cohorts, addressing emerging market needs
- Reduced annual operational costs by \$4M by leading cross-functional enterprise-wide initiative to integrate a new subscription-based course materials provider into the Follett product ecosystem
- Drove operational efficiency improvements by directing a global team of 33 across technological and process enhancement initiatives

Digital Technology Lead | PackRatz Adventures | Detroit, MI | Feb 2023 - Jan 2024

Tourism company offering multi-day guided backpacking and hiking trips.

- Achieved a sustainable profitability model by leading market and competitor analysis to define pricing, positioning, and financial framework for growth
- Drove customer acquisition by designing and launching company website with targeted marketing to establish digital presence
- Improved operational and financial efficiency by planning trip schedules and capacity alignment across demand, resources, and seasonal constraints, enabling scalable delivery

Senior Product Manager | Kirkland & Ellis | Chicago, IL | Sep 2022 - Feb 2023

Global law firm providing corporate, investment, and legal advisory services for multinational clients

- Achieved international launch readiness by designing and executing a 6-month platform stabilization project, modernizing architecture eliminating 85% of product outages for the investment management tool
- Drove risk mitigation by leading a 14-person cross-functional team through Kirkland & Ellis' first-ever international digital product launch
- Partnered with legal stakeholders to align platform capabilities with regulatory and client requirements

Senior Product Manager | UL Solutions | Chicago, IL | Jan 2019 - Sep 2022

Global safety science leader supporting compliance, risk management, and sustainable product development

- Improved platform usability by 40% by designing a unified operations portal consolidating a disparate product portfolio into a single UX solution
- Secured \$13.5M in board-approved capital investment over 18 months by defining a data-driven, 5-year implementation plan to migrate UL's entire technology platform from Azure to Salesforce
- Drove enterprise platform transformation by managing four concurrent cross-functional global teams of product managers, architects, developers, and testers across strategic initiatives

Product Manager | UL Solutions | Chicago, IL | Jan 2017 - Jan 2019

- Enabled \$2B in compliant annual revenue recognition by designing and implementing an automated, internationally compliant methodology with custom digital solutions integrated into UL's back-end architecture (earning UL Solutions Mark of Excellence Award for 2019)
- Drove operational efficiency across 23 countries by managing roadmaps, capital allocation, and feature prioritization for UL's order fulfillment product, processing \$1B in annual work from 7K end-users (earning UL's Mark of Excellence Award for 2018 for the highest-rated internal application)
- Achieved seamless revenue recognition transition by leading a cross-functional team of 40+ managers, architects, developers, and testers with minimal business disruption

Project Manager | UL Solutions | Chicago, IL | Jan 2016 - Jan 2017

- Achieved zero production loss by leading the transition of 48,500+ projects between internal systems through strategic planning and execution
- Improved business vertical performance by 30% by leveraging SQL queries and PowerBI dashboards to deliver actionable KPI insights

SKILLS AND FUNCTIONAL STRENGTHS

Product Management | Program Management | Strategic Road-Mapping | Platform Modernization | Cross-Functional Team Leadership | Stakeholder & Executive Alignment | AI & Emerging Technologies | Data-Driven Decision Making | Agile Product Development (Scrum/SAFe) | UX Design | Budget Forecasting | Revenue Architecture | Enterprise Software | Customer Experience Enhancement | AI Enabled Product Development

EDUCATION

Bachelor of Science (BS), Mechanical Engineering

The University of Illinois at Urbana-Champaign | Champaign, IL