

Colby Foster

336-902-5206 · colbyfoster7@gmail.com · www.itsmecolby.com

PRODUCT MANAGEMENT

EXECUTION · AGILE & WATERFALL METHODOLOGY · CONSTRUCTION SERVICES · AEROSPACE TECHNOLOGY · ADVANCED MANUFACTURING · CUSTOMER EXPERIENCE · DESIGN

Seasoned product leader with the proven ability to quickly assimilate new information and technology to “hit the ground running” as an articulate, personable, transformation champion. Broad experience delivering technology based solutions for the top institutions in North America as well as a Fortune 50 Aerospace and Defense leader. Diverse expertise in Agile and Waterfall methodology combined with exceptional ability to focus on user experience and design across multiple channels. Sole Proprietor of Stonehaven Home Improvement with 6M in sales.

PROFESSIONAL STRENGTHS:

Agile and Waterfall project manage ideologies - Creating User Stories, Acceptance Criteria, and Backlog Management - Multi Year Roadmap creation and management - Go To Market Strategy and identifying new opportunities - Creating value propositions and business cases - Problem Solving and identifying the root cause - Process improvement to streamline antiquated systems - Staff Development & Training - Vendor Management

PROFESSIONAL EXPERIENCE

RAYTHEON TECHNOLOGIES - CHARLOTTE, NC

Portfolio Manager of Advanced Technologies

June 2018 – Present

Self-driven Portfolio and Product Manager with a wide range of experience working in the construction, retail, and aerospace industries. Ability to build strong relationships with stakeholders, users, and customers. Ability to translate vision and customer voice into deliverable outputs. Strategy, vision, product requirements.

- VPM (Virtual Prototype Modeling)
 - Virtual Prototype Modeling lets Collins employees perform Design for Assembly analysis on new products and early training in manufacturing. VPM is a gamified process digital twin created from a products CAD model. Its simulation-based producibility analysis is a long-lived competitive advantage that enhances DFA, both a CORE OS Capability and Collins Endorsed Practice. VPM is highly adopted and now a Collins Standard App
- VIPR (Virtual Immersive Production Readiness)
 - Lead creation of first ever enterprise Virtual Reality Interface for F35 Ejection seat.
- TEMS (Test Equipment Management System)
 - Supports 8,000+ users across 70+ sites managing 172,000+ assets representing more than \$1.8B of test equipment.
- AtOM (Automated Operations Management)
 - Automated assembling line process with hard savings over 5.7M per month and soft savings of 41.8M.

COLLINS AEROSPACE - CHARLOTTE, NC

Manager of Product - Supply Chain and MRO

June 2018 – Present

Oversee and Lead all efforts for the Digital Transformation of the Supply Chain, Supplier Portal and MRO Technology Ecosystem that is both internal and external facing. I lead teams to drive business results and efficiencies for both Military and Commercial Lines of Business.

- Managed teams of direct reports and contractors as high as 10 with SOW's ranging from \$160k - 2MM.
- Vital leader who fostered an environment to increase employee satisfaction by 25%.
- Lead innovation effort to build applications from ground up and achieved 50% customer adoption within one year.
- Increased key Supply Chain metric for “confirmations” from 50% to 80% by understanding the pulse of the customer.
- Chair of RTX Employee Resource Group for People with Disabilities.
- Increased manufacturing facility efficiency by 13% in 5 months by building models to track labor hours.

Continued...

ALLY FINANCIAL - CHARLOTTE, NC

Leading digital financial services company and #1 Online Bank

Manager of Digital Product – Mobile, Ally Invest - \$1.90MM

Aug 2016 – June 2018

Challenged to deliver a digital transformation of the Ally Invest Mobile App. As a product owner, I facilitated the creation of net-new Metrics, Reporting & Analysis using Adobe. Worked with UX to create Figma Prototype of new designs for both Android and iOS. Created roadmap with voice of customer feedback and key business goals and presented every two weeks to executives and stakeholders.

- Manage team of 8 to deliver digital transformation of the Ally Invest Trading App for iOS and Android.
- Built roadmap and documented 27 key business goals with a 1.9MM year one budget.
- Released to production after 74 days from team formation to give customers a “new app by the holidays”.
- Grew stock “checkout” rates from 77% to 91% and raised options “checkout” rates from 88% to 98% Broke trading record of trades per day by 28% (4,893 to over 6,251)
- Redesigned stock trading screens to reduce “taps to checkout” by 62% (13 taps to 5).
- Improved Research screen load performance by 30% and took 4 pages down to a single view.
- Upgraded 10 different mobile screens while maintaining functionality of 56 data points
- Completed 2X more stories points than other two mobile teams due to culture, camaraderie and collaboration.
- Used data to create a single “orders” tab that solved pain point of 30% of app visits.
- Added key data to “Holdings” page to lower extra tap from over 50% to 38%
- Used data to build business case to change streaming quotes distribution to lower expenses by 1MM
- Downloaded and opened accounts with top 10 competitors for research and analysis.

Lead the “Customer Day One” Onboarding effort after acquisition. Onboarded ~600,000 customers with a 98.64% success rate. This project ran from Aug 2016 – May 2017

CARLISLE & GALLAGHER CONSULTING GROUP – CHARLOTTE, NC

Leading management consulting firm for 7 of the top 10 financial institutions in North America.

Senior Consultant, Project Manager, UX Designer, Senior Business Analysis

2013 – 2016

My consulting experience includes digital transformation, business analysis, operational improvement, process design, and technology delivery for major financial institutions, including Fortune 100 retirement service providers and a Top 5 U.S. regional bank. In a Fortune 100 engagement, I supported a major branding and web portal merger involving 71 functionalities. I ran daily scrum calls, created senior management reports, increased story production by more than 300%, and wrote over 100 user stories with less than a 1% defect rate. For a Top 5 U.S. regional bank, I supported an operational review following a merger by helping review 21,795 loan histories. The effort identified exceptions, cleared the majority of reviewed loans, and saved the client more than \$4 million in projected customer reimbursements.

VECTORVEST INC – CHARLOTTE, NC

Leader in technology for stock market investors and brokerage houses

Financial Analyst

Oct 2010 – July 2013

Hired directly by CEO when volunteering to help move donated furniture for a local non-profit. I started answering phone calls from customers needed technical help. I consistently delivered world-class customer experience to investors using our software. I prepared and analyzed in-depth financial reports to determine trends and areas of investment opportunity. I ranked #1 in company for long-term “retention” – converted leads into loyal paying customers. I was promoted 4 times due to innovation and performance

EDUCATION & CREDENTIALS

SAFe Product Owner/Product Manager - Jan 2026

Project Management – Wake Forest University Dec 2015

Certified Scrum Master, January 2015

Winner, #CitiMobileChallenge in Jerusalem, Israel, March 2015

Bachelor of Science in Business Marketing

UNIVERSITY OF NORTH CAROLINA AT CHARLOTTE