

Derek Nakamura

STAFF PRODUCT MANAGER

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SUMMARY

Staff Product Manager with 10 years of product management experience, setting payments platform strategy for a 30-engineer organization. Brings technical fluency in APIs and SQL and systems thinking to problems that cross teams, and runs an experimentation program that moves revenue. Leads without direct reports through clear writing and sound product judgment.

SKILLS

Other Skills: Product Management, Product Strategy, Technical Fluency, APIs, SQL, Experimentation, Systems Thinking, AI Tools, Payments, Stakeholder Management

EXPERIENCE

Staff Product Manager

04/2022 - Present

Evergreen Commerce Platform

Bellevue, WA

E-commerce platform processing \$9B a year for 60,000 merchants.

- Set the 3-year payments product strategy across 5 teams and 30 engineers, approved by the CTO and CFO.
- Consolidated 3 checkout services into one, cutting payment failures 18% and saving \$2.1M a year.
- Run an experimentation program of 40 tests a year that added 1.3 points of checkout conversion for merchants.
- Introduced AI tools for fraud review with risk operations, reducing manual reviews by 35% without added fraud losses.

Senior Product Manager

03/2019 - 03/2022

Rainier Logistics Cloud

Seattle, WA

Shipping software company with 8,000 business customers.

- Grew the carrier APIs product to **450** integrated carriers and \$14M in annual revenue over 3 years.
- Wrote SQL analyses of 80M shipments to set pricing tiers now used by 70% of the company's paying customers.
- Mentored 4 product managers through discovery, spec reviews and launch planning, 2 of them now senior PMs.
- Negotiated uptime targets with 6 carrier partners and published them in the developer portal for customers.

Associate Product Manager

06/2016 - 02/2019

Cascade Mobile Labs

Seattle, WA

Mobile app studio building apps for retail and travel brands.

- Managed the payments flow for 3 retail apps with **2M** combined monthly users on iOS and Android.
- Cut checkout steps from 6 to 3 after usability testing, raising mobile order completion by 11%.
- Organized stakeholder management reviews with client teams every sprint to agree scope and release dates.
- Drafted 120 user stories a quarter and kept release notes current for each client app.

EDUCATION

Bachelor of Science

06/2016

Oregon State University

Corvallis, OR

Computer Engineering