Tony Pagliocco

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SUMMARY

Global product management leader adept at driving revenue through innovative lifecycle strategies and team collaboration. Excel at leading cross-functional groups to solve complex challenges, and delivering high-impact products while staying ahead of industry trends. Strong in communication and problem-solving, with a track record of successful team leadership and revenue growth.

SKILLS

Leadership and Operations: Agile Methodologies (Scrum, SAFe, Kanban), Business Process Optimization, Business Strategy, Capability Leadership, Consulting, Cross-Functional Leadership, Digital Strategy, Digital Transformation, Executive Advisory, Innovation Programs Strategy, Leadership, Product Design, Risk Management, Stakeholder Management, Strategic Planning., Target Operating Model Design, Team Building, User-Centered Design

Data and Technical Expertise: Business Intelligence, Code Design (Python, PHP, Groovy), Data Analytics, Data-Driven Decision Making, Data Visualization, Digital Transformation, Enterprise Cloud Platforms (Azure, GCP, AWS), Generative AI, Language Learning Models (LLM), MySQL, Operational Metrics (KPIs), Predictive Modeling

Product and Market Strategy: Competitive Analysis, Customer Engagement, Customer Sentiment, E-Commerce Strategy, Go-to-Market Strategy, Go-to-Market Strategy, Market Analysis, Market Positioning, Market Research, Market Trend Analysis, Product Discovery, Product Ideation, Product Lifecycle, Product Management, Product Roadmaps, Requirements Development, Revenue Growth, Strategic Partnerships, User Acquisition, Voice of the Customer

EXPERIENCE

Senior Vice President of Product Management

Aldar   June 2024 - Present，Abu Dhabi, United Arab Emirates

- Led the product team of the UAE's first cloud-based smart district management system at Saadiyat Grove: Spearheaded the partnership with Siemens to deploy advanced IoT, AI, BIM, and cloud technologies, enhancing sustainability, safety, and operational efficiency in line with Aldar's Net Zero Plan.
- Led the design and activation of the product management operating model across Aldar's real estate, education, retail, hospitality, and investment verticals: Managed a team of 7 Vice Presidents and 17 product managers, driving the development and delivery of innovative digital solutions that enhanced operational efficiency and customer experience across multiple sectors, contributing to Aldar's strategic growth and market leadership.
- Spearheaded the development and execution of digital commercial strategies for a diverse product portfolio of real estate projects, that supported the Haven community launch, selling 660 properties and generating AED 1 billion in 72 hours with 545 being sold through our Fast Track platform.
- Championed a customer-centric approach by incorporating product operations to sustain user feedback and data analytics into product development cycles, leading to a 35% adoption increase of our Abu Dhabi Digital Twin platform within 60 days.

Chief Product Officer

Rai Digital   March 2021 - June 2024，SA, Riyadh

- Designed and implemented a comprehensive product management and agile lifecycle framework, enhancing product development efficiency by 30% and accelerating time-to-market by 20% across an Information Technology team of 250 in a Saudi government entity.
- Led discovery and delivery of the next-generation Last Mile optimization platform that harmonized track and trace, fleet management, and sortation center IoT data into an enterprise predictive and prescriptive platform as a service.
- Managed conceptualization and delivery of a multi-entity Government Data as a Service platform, streamlining data through virtualization, custom APIs and SDKs, and self-service tools to provide increased sales channels to national GIS data by 40% that helped optimize last mile logistics optimization.
- Facilitated the strategy and feature development of a Command and Control center, an enabler for maintaining situational awareness, enabling issue management, driving support and coordination, and providing forward-looking data analysis from 125 sources of logistics and supply-chain data.

Head of Product, Commercial and Defense Platform Analytics

Boeing   August 2018 - November 2021，US, WA, Bellevue

- Strategically led a team of 23 Senior Product Managers to deliver an enterprise-level predictive and prescriptive self-service analytics platform for Boeing Commercial Air processing 7 million queries and 2.4 petabytes of data per hour on Google Cloud Platform.
- Implemented a Global Enterprise Product Management (Project Palladium) plan that boosted product planning, delivery, and manageability by 25%, through effective training, workshops, and continuous improvement facilitation across all cross-functional teams.
- Drove significant cost savings of over $300 million annually by leading the development lifecycle of innovative predictive analytics solutions, focused on supply-chain logistics, for the 777 and 787 Digital Smart Factories.
- Championed the implementation of a cutting-edge digital strategy, product roadmap, operating model, and delivery of a state-of-the-art predictive procurement tool, that optimized financial management and created a $144 million USD savings in 1 year after launch.

Sr Manager, Product Management - eSports and Mobile

Hasbro   **February 2013 - August 2018，US, WA, Renton**

- Spearheaded the research, development, and go-to-market launch of the Wizards Prize Payment platform, reducing payment time by over 90% down to 4 days, ensuring real-time validation, CRM integration, and financial payment mapping.
- Provided product leadership for the Wizards Large Tournament Reporting software, streamlining bug fixing and feature development to drive efficient and fair payment distribution of over $5 million yearly to professional level events.
- In 1 year, I led the end to end design and implementation of a single sign-on (SSO) account system that consolidated 14 legacy systems, providing seamless access to over 25 million players and improving overall customer experience.
- Contributed to the growth and success of Magic Arena by leading the competitive landscape analysis, design, and delivery of the microtransaction e-commerce marketplace funnel resulting in a record-breaking $406 million in revenue.

Director of Digital Product Analytics

Digital Research Inc   **February 2011 - February 2013，US, ME, Kennebunk**

- Implemented new processes that streamlined the development of online survey creation, data automation, and data validation tools, resulting in a 35% reduction in delivery time to global clients such as Weight Watchers and its 32 global brands.
- Managed a 12-person team comprised of engineers, product analysts, and data analysts in leading client delivery of reporting for both qualitative and quantitative analytics reporting across different data collection mediums.
- Oversaw the production of Waggle, a white-label tool for analyzing customer sentiment and building data segmentation models dynamically, used as a leads generator for new clients.

Director Of Product Management

She Media   **July 2007 - February 2010，US, AZ, Scottsdale**

- Led a cross-functional team of 40 members in the development and operation of an online women's media company, increasing monthly visitors from 3 million to 49 million. Purchased by Penske Media (Rolling Stone Magazine).
- Prioritized and aligned engineering and design team backlogs and product roadmaps with advertising campaign schedules for global clients such as Proctor and Gamble, Unilever, NBC Universal, and Johnson and Johnson.
- Designed and delivered custom CMS and video analytics tools that integrated an advertising reporting dashboard and improved geolocation targeting, resulting in a 32% increase in revenue.
- Served as the key decision maker for all aspects of the product, mentored department heads, product management, and senior team members, negotiated between sales and brand owners, and owned sign-off on all new releases, product strategy, and direction.

CERTIFICATIONS

Certified Scrum Product Owner (CSPO), Scrum Alliance

Certified ScrumMaster (CSM), Scrum Alliance

Scaled Agile Framework (SAFe) Agilist, SAFe Alliance

Product-Led Certification, Pendo.io

Microsoft Data Science Professional, Microsoft

McKinsey Forward Accelerator Program, McKinsey & Company

EDUCATION

Masters of Business Administration (MBA) in Global Business

Nexford University • US, D.C., Washington • 2025 • 3.85

Bachelor of Science, Computer Science

Arizona State University • US, Arizona, Tempe • 2001 • 3.25