

Caden Collier

☎ (602) 555-4186 ✉ caden.collier@example.com 💼 linkedin.com/example/cadencollier 📍 Phoenix, AZ 85016

SUMMARY

Aerospace and defense product management leader with 14 years guiding technical portfolios across military and commercial markets. Leads product strategy, market analysis, pricing, roadmaps, **bid or no bid** decisions, launches, portfolio simplification, cost reduction, and **end of life planning**. More than nine years of portfolio leadership experience includes influence across Engineering, Supply Chain, Sales, Production, and program stakeholders in matrixed organizations. Uses sales, gross margin, bookings, SPI, **Product Vital Index**, inventory, and launch performance data to turn market signals into practical decisions. Builds value propositions, business cases, customer relationships, competitive insights, and **multi generational roadmaps**. Brings technical fluency, commercial judgment, and steady cross functional leadership that can support disciplined growth, customer value, and stronger product line performance.

EXPERIENCE

Senior Product Line Manager, Aerospace Defense Products

January 2023 - Present

VectorSpan Aerospace

Phoenix, AZ

Leads strategy and business performance for thermal management and electromechanical products serving defense programs and selected commercial applications. Influences a matrixed organization across Engineering, Supply Chain, Sales, Production, and program teams while protecting customer commitments and portfolio economics.

- Set roadmap priorities with Engineering and **Supply Chain**, balancing customer needs, capacity, and portfolio economics.
- Led **bid or no bid** reviews, aligning **value propositions**, pricing assumptions, and kickoff readiness for new opportunities.
- Reviewed sales, margin, bookings, SPI, inventory, and launch results, then initiated focused countermeasures.
- Sponsored **portfolio simplification** and cost reduction actions, protecting technical requirements and customer commitments.
- Used Salesforce data, **customer visits**, and trade events to identify military and **commercial growth** opportunities.

Product Portfolio Manager, Defense Systems

March 2020 - December 2022

RedMesa Defense Technologies

Scottsdale, AZ

Managed defense sensing and motion control products across growth, launch, maturity, and **end of life**. Connected customer demand, technology evolution, engineering investment, pricing, inventory exposure, and executive decisions across a broad portfolio.

- Built **multi generational roadmaps** linking customer demand, technology evolution, and engineering investment priorities.
- Led **launch** governance using **business cases**, technical readiness, supply constraints, and customer milestones.
- Analyzed complexity and obsolete inventory exposure, guiding rationalization and customer transition plans.
- Developed **pricing** and **channel** recommendations from margin trends, segmentation, competition, and Salesforce opportunities.
- Presented forecasts, awards outlook, market intelligence, and corrective actions during senior management reviews.

Product Manager, Aerospace Components

July 2016 - February 2020

Skyward Controls Group

Tempe, AZ

Managed aerospace component planning, customer discovery, competitive research, sales support, and life cycle execution. Translated customer and regulatory requirements into product priorities while supporting modifications, extensions, new concepts, and commercial growth.

- Translated customer and regulatory requirements into priorities for modifications, extensions, and new development concepts.
- Created **value propositions**, **catalogs**, technical literature, and launch materials for engineered aerospace products.
- Supported bid strategy and **program kickoff** through requirements, market context, pricing inputs, and action tracking.
- Monitored competitor activity, margin movement, **sales** trends, and customer feedback to recommend portfolio responses.
- Represented products at **customer visits**, conferences, and **trade shows**, converting insight into roadmap inputs.

Associate Product Manager, Aerospace Products

June 2012 - June 2016

Canyon Aero Components

Chandler, AZ

Supported aerospace portfolio analysis, customer requirements, market research, sales enablement, pricing reviews, and product literature. Maintained performance reporting and opportunity visibility while coordinating technical and commercial input for product decisions.

- Maintained **Microsoft Office** reports and Salesforce opportunity data for **bookings** and pipeline visibility.
- Researched competitors and markets through publications, trade associations, customer input, and online sources.
- Coordinated **technical bulletins**, catalogs, presentations, and **product literature** with Engineering and commercial stakeholders.
- Supported pricing reviews using product cost, sales history, competitive context, and customer requirements.
- Contributed to new product concepts, modifications, **inventory** reviews, and mature product decisions.

PROJECTS

Defense Portfolio Simplification 📅 2024

Guided a portfolio review across product complexity, obsolete inventory, mature product pricing, customer commitments, and cost reduction opportunities. Created decision material that helped cross functional leaders focus investment and transition actions.

Commercial Growth Opportunity Study 📅 2022

Assessed adjacent commercial applications through customer discovery, competitor research, segmentation, channel input, and Salesforce opportunity data. Converted findings into value propositions and roadmap recommendations for selected aerospace products.

LEADERSHIP & AWARDS

- Recognized by senior management for clear portfolio forecasts, awards outlook, and corrective action reviews.
- Received leadership recognition for coordinating launch readiness across Engineering, Supply Chain, Sales, and Production.
- Selected to represent aerospace product lines at customer visits, conferences, and trade shows.

EDUCATION

Master of Business Administration
University of Arizona GPA: 4.0
Coursework: Strategic management, marketing analytics, operations management, financial analysis

2018
Tucson, AZ

Bachelor of Science in Mechanical Engineering
Arizona State University GPA: 4.0
Coursework: Product design, thermodynamics, systems engineering, manufacturing processes

2012
Tempe, AZ

CERTIFICATIONS

- Pragmatic Institute Product Management Certification 📅 2017
- Master of Business Administration 📅 2018

TECHNICAL SKILLS

- **Product Management:** Product strategy, product life cycle management, portfolio management
- **Market Research:** Competitive analysis, customer segmentation, market analysis
- **Financial Analysis:** Gross margin, pricing analysis, business cases
- **Performance Metrics:** Sales, bookings, SPI
- **Product Roadmapping:** Multi generational roadmaps, technology planning, investment prioritization
- **Launch Management:** Launch governance, readiness reviews, program kickoff
- **Portfolio Optimization:** Complexity reduction, simplification, cost reduction
- **Lifecycle Planning:** Mature product pricing, obsolete inventory, end of life planning
- **Customer Engagement:** Customer visits, military markets, commercial markets
- **Sales Enablement:** Product literature, catalogs, technical bulletins
- **Business Systems:** Salesforce, Microsoft Office, pipeline reporting
- **Aerospace Products:** Thermal management, electromechanical products, defense sensing

SKILLS

- Product strategy
 - Portfolio leadership
 - Market analysis
 - Pricing strategy
- Gross margin
 - Product roadmaps
 - Product launches
 - Bid or no bid
- Salesforce
 - Microsoft Office
 - Customer segmentation
 - Competitive analysis
- Cost reduction
 - End of life planning
 - Stakeholder influence

PROFESSIONAL AFFILIATIONS

- Aerospace Industries Association, participant in product and market discussions.
- Society of Automotive Engineers, member focused on aerospace engineering and product development.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST