



AMAN LOOMBA

PRODUCT MANAGEMENT EXECUTIVE

SUMMARY

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📍 Philadelphia, PA

I'm a creative product leader with 20 years of experience building and leading cross-functional teams. I have particular expertise in mobile software subscription products. My philosophy is that aligning product management and engineering is the key to delivering value to users and outcomes for the business. I practice a human-centered product design that is data-informed.

EDUCATION

SB, COMPUTER SCIENCE
Massachusetts Institute of
Technology (MIT)

SKILLS

- Hiring, coaching, and mentoring product managers
- Building cross-functional alignment
- Delivering and scaling complex software products iteratively
- iOS and Android app store expertise
- Subscription product sales, retention, and growth
- E-commerce expertise, from front-end through fulfillment

INTERESTS

- Making and printing zines
- Making apps for fun
- Movies and film criticism

SELECT EXPERIENCE

GAMECHANGER (DICK'S SPORTING GOODS), 2016 - PRESENT
SVP, VP, Director of Product Management

GameChanger grew from a baseball scorekeeping app into a new ESPN for youth sports. The platform streams millions of games a year, driving a robust subscription business that has grown substantially during my tenure. As SVP of Product, I lead the product management and design teams, managing a headcount that I've grown from 5 to 15 as the business has expanded. Key achievements include:

- Grew top-line subscriber revenues by 50% annually for five years, via: entry into new sales channels like the App Store, new product features like audio and video streaming of youth sporting events, and pricing optimization.
- Recruited a world-class team of product managers who have proven repeatedly that they can deliver business outcomes.
- Established the product vision for GameChanger as it matures into new mediums and new sports.

QUIDSI (AMAZON), 2013 - 2016
Senior Product Manager

- Product owner for diapers.com, soap.com, and wag.com mobile app and mobile web experiences.
- Grew the mobile share of Quidsi's \$300M+ annual gross merchandise sales (GMS) from 5% to 50%. Grew lifetime value (LTV) by increasing order frequency from the firm's most valuable customers, iPhone users.

KIVA SYSTEMS (AMAZON), 2006 - 2011
Product Manager, Services Engineer

- Kiva's first services engineer and lead on successful deployments of the fulfillment technology at Staples, Walgreens, and Zappos.
- Owned product integrations and worked directly with customers from pre-sales through deployment and support.