

# CHRISTIAN SCOTT



## Contact

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## Key Skills

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- Product management
- Product development
- Cross-functional leadership
- Agile software development
- User experience and design
- JIRA

## Accomplishments

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### Product Manager – 8/2021 to present

#### **Nuix, LTD**, Sydney, Australia (remote)

- Architected strategy to migrate existing on-premise solution to SaaS
- Transitioned in-house data connection development to external vendor, reducing implementation and support costs by 25%
- Brought two new data connections to market
- Streamlined process and procedure regarding customer support, setting record KPIs

### Product Manager - 7/2016 to 8/2021

#### **X1 Discovery, Inc**, Los Angeles, CA (remote)

In my time as a Product Manager with X1 Discovery, I have been the product manager for three products:

- X1 Enterprise (a B2B [Enterprise eDiscovery and Compliance platform](#))
  - Involved with the initial design and implementation of the X1 Enterprise platform, taking a new enterprise eDiscovery platform to market from zero to one, with \$2.5m in sales in the first three years.
  - Architected an application and workflow that would allow endpoint agent deployment and collection from anywhere in the world
  - Identified, designed, and managed implementation of new connections of structured and unstructured data to the X1 Enterprise platform
  - Performed project management duties across all development team initiatives, implementing agile and scrum methodology where most beneficial
  - Managed and performed successful direct to client professional services engagements
  - Redesigned UI/UX experiences, bringing simplicity to complexity
  - Worked with stakeholders of all seniority levels to successfully execute initiatives

- X1 Social Discovery (a B2B [forensic social media investigation utility](#))
  - Prioritized, designed, and managed implementation of two new social media connectors (Instagram, Tumblr)
  - Navigated the turbulent waters of social media API integrations in the wake of the Cambridge Analytica scandal
  - Ensured that X1 Social is a rugged, reliable solution that continues to stand up to legal challenges and the ephemeral nature of social media evidence
- X1 Search (a B2C [direct-to-consumer Search and Productivity product](#))
  - Synthesized user-pleasing roadmaps that resulted in the product userbase growing 25% to over 600,000 (and counting) users of X1 Search
  - Implemented product improvements, process, and procedure for the X1 Search Customer Care team that reduced caseload (and expenditure) by 75%
  - Performed marketing webinars for 500+ attendees
  - Transitioned product to SaaS pricing, increasing revenue by 25%

### QA Engineer - 6/2015 to 7/2016

#### **X1 Discovery, Inc**, Los Angeles, CA (remote)

- Worked closely with on-site and remote development resources in disparate time zones and geographical locations
- Established automated testing with various social media APIs, improving QA throughput by 25%
- Created test plans, regression suites, and cases from scratch to replace inefficient ad-hoc testing methods
- Carried out quality assurance tests to discover errors and optimize product usability

### Business Development - 2008 to 2015

#### **Entrees Unlimited**, SF Bay Area

## Community Involvement

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- Captain and founding member of the Raccoons Ice Hockey team (SIAHL)
- Member, Surfrider Foundation
- 2020 AIDS/LifeCycle Virtual Rider