

# Victoria Scott

New York, NY | 646-592-1319 | victoriascott2014@gmail.com | victoriasz.com

## BACKGROUND

Product Manager specializing in delivering high-impact cloud platform features and AI-driven experiences. Proven track record of leading cross-functional teams to drive measurable adoption, including 444% increase in account creation and 90% reduction in setup time at IBM Cloud.

## EDUCATION

[NYU Stern School of Business](#) — MBA, Tech PM & Finance (2020–2023)

[Princeton University](#) — B.S.E. Computer Science (2014–2018)

## EXPERIENCE

[Product Manager, IBM Cloud](#) (2021–Present)

- **AI First Strategy:** Spearheaded the development of an AI-first Cloud Console to unify user experiences across infrastructure and services.
- **Growth & Onboarding:** Leading end-to-end product experiences for registration, onboarding, cost-estimation, resulting in a 444% increase in account creation.
- **Operational Efficiency:** Engineered data driven platform experiences that reduced account creation time by 90% through close partnership with engineering, design, and analytics.
- **Incident Response:** Led IBM Cloud's response to a global outage in June 2025

[Technical Sales Specialist, IBM Cloud](#) (2018–2021)

- **Pipeline Growth:** Drove 30% increase in sales pipeline by managing cloud requirements for major financial-services accounts.
- **Technical Advocacy:** Empowered clients through high-touch workshops and learning sessions

## SKILLS

Market and Competitive Analysis • Requirements Analysis and Roadmapping • Go to Market Strategy • Analytics and Digital Strategy • Agile • Communication for Outcomes • Cross-Functional Collaboration

## PROJECTS and SIDE QUESTS

- C40 Cities Resilience Roadmap (Brazil): Developed a strategic adoption framework for extreme heat management
- The Road to Mordor: Built a running and walking application using IBM Bob and Antigravity
- IBM thought leadership on cloud workloads & deployable architectures

## HONORS

- IBM Tech Conference Honoree (2026)
- Inspiring Women Worldwide (2019)
- Tiger Entrepreneur Award Finalist (2018)

## VOLUNTEERING

- Princeton Alumni Council Executive Committee (2021–Present)
- Princeton Alumni Class President for the Class of 2018 (2018–Present)
- Engineer Girl Essay Reviewer (2019–Present)