

**MARIO CHAMPION**

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**HELLO**

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I'm a strategic and tactical, experienced, empathetic, and strongly technical Senior Product Manager with the creative vision to earn five patents across multiple domains. And I'd like to help you build innovative, useful, and valuable products. Dive deep to learn more at <https://mariochampion.com>

## **SELECT PROFESSIONAL EXPERIENCES**

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**PRODUCT MANAGER, TECHNICAL PM for Liquibase Pro - [Liquibase.com](https://liquibase.com) (2019 — Now)**

With my Product leadership, our team developed, launched, and refined from 0-1 a new [Liquibase Pro](https://liquibase.com) database DevOps product. With proven product market fit and continual customer interviews, we have grown from 0 to 100s of customers, including multiple Fortune 50 enterprises, generating ~\$8MM Annual Recurring Revenue with a multi-year avg churn < 7%.

In this time, I have also PM'ed the OSS product, the Enterprise product, Liquibase Hub, and the extensions and testing-focused Interop team on an as-needed basis.

Deeply collaborating across silos as the PM, technical PM, and key DRI my efforts include:

- Setting Product vision, Strategy, North Star
- Jira, Confluence, Segment, Athena, Grafana etc
- Develop and present product roadmaps
- Github, Docker, AWS, Slack, CI/CD and DevOps, etc
- Translate strategy into actionable work
- Create sales and customer enablement videos
- Interviews & demo for users & prospects
- Work closely with Engineering, QA, and UAT
- Usage data, telemetry, analytics analysis
- Write initiatives, epics, and user stories
- Cross-functional stakeholder collaboration and presentations to VPs, C-suite Leadership, the entire company, Customer Success, PMMs, Engineers/Dev, Marketing/GTM, Docs, and Sales

**TECHNICAL PRODUCT MANAGER - [ddmr.com](https://ddmr.com) (2018 — 2019)**

DDMR was a startup company that thrived on clickstream and behavioral data —and then suddenly it didn't. The products were mostly internal to a highly technical AWS ecosystem ETL (data processing and delivery pipeline), and associated web management and admin tooling.

As Technical Product Manager, I worked with the CEO to distill and convey the overall company vision and strategy into product specs and tech specs, which I then used to guide a remote software engineering team in a hybrid agile process. Usually, I dealt with concurrent development branches of the same product, each its own release, guided by a roadmap's waypoints balanced to shifting client and resource demands. Deep experience with AWS offerings, Github, CI/CD tools, Docker, react, node, javascript and multiple devops tools, documented and shared using Slack, coda.io, Aha, and Jira.

## SENIOR PRODUCT MANAGER - [Trails.by](#) (2011 — 2016)

By connecting people and knowledge, the Trails **edtech** platform and marketplace made learning and teaching easier, more joyful, more social — more like what progressive teachers desire for their learning environments. The SaaS web app experience featured simple and engaging resource maps, public and private groups, threaded discussion, questions, digests, and more.

As Senior Product Manager, I interviewed users and prospects, teachers, students, administrators, (and surprisingly life coaches!), set the roadmap of competing feature requests and developer resources in an agile workflow, managing priorities and calendaring of work tickets, down to managing Github pull requests, including QA tasks and UAT from testing to staging to production servers.

As co-founder, I created the core ideas and primary intellectual property, and am the named inventor on three granted patents. Additional duties included product strategy and roadmaps, building API products and other data integrations to manage Common Core education data standards within the marketplace, data mining patterns with SQL queries, and more. I also provided demos and trainings for prospects and customers on site and at trade shows, and created marketing collaterals, too.

### Open Source Github Projects

#### EXPORT MacOS NOTES TO GITHUB (or local directory backup) - [GitMyNotes](#) (2025)

GitMyNotes adds convenient version control, off-site backups, and optional collaboration to your macOS Notes. A lightweight macOS utility using Python and AppleScript to export Notes to Markdown in a local directory. Features out-of-the-box common sense defaults or user-driven customization, a local audit trail file with checkpoint features for interrupted backups, and secure GitHub integration.

#### MACHINE-LEARNING IMAGE-CLASSIFICATION TOOL - [RoboFlow](#) (2017)

RoboFlow is a semi-automated TensorFlow image classification explorer in a python command line app. Tests TensorFlow's image classifier with hashtagged images in the neural networks' re/training data, with an array of different TensorFlow hyperparameter settings.

See more at [mariochampion.com/projects](https://mariochampion.com/projects)

## PATENTS AND EDUCATION

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### Three Patents in Education Technology (#edtech)

Patent #US9536445B2 — System and method for visually tracking a learned process

Patent #US9449111B2 — System and method for generating and accessing trails

Patent #US9292883B2 — System and method for managing a trail

### Two Patents in Casual, Social, Strategy Gaming: GridBloc Game ([gridbloc.com](#))

Patent #6659464— GridBloc Strategy Game

Patent #6578848 — Game with moveable play space

School of Architecture, University of Texas at Austin

## CIVIC ENGAGEMENT

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City of Austin, Urban Transportation Commission (2015 — 2019, Chair 2019 — 2023)

Capital Metro/COA Project Connect Taskforce and Ambassador (2016 — 2022)