



ONEKA DAVIS

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PROFILE

- 5-years Product Management experience in the technology industry
- 10-years of ERP Management experience with a large distributor
- Passionate about solving complex problems and driving cross-functional teams in dynamic environments



WORK EXPERIENCE

Product Manager, eCommerce 04/2014 – present
CDW, Chicago, IL, US

- Develop and manage a 3-year product strategy and roadmap for eCommerce and Partner integrations, with a 2019 projected revenue of \$2.65B.
- Collaboration with technical teams to implement the functionality, prioritize changes and improvements, bugs, fixing and further analysis.
- Product research, market pricing analysis, competitor analysis, price implementation, and product growth analysis.
- Lead the implementation of the first SSO customer increasing revenue by \$7M.
- Launched an API for internal use churn by 75%, increasing productivity 59% with a cost savings of \$950k.
- Custom catalog API release driving a revenue increase of \$12M over a two-year period.
- Presented at the SAP Ariba Conference in 2017 & 2018

eBusiness Implementation Manager 04/2004 – 04/2014
Anixter, Inc., Glenview, IL, US

- Introduction of new product lines to increase market penetration while managing current products to maintain position in the market.
- Managed a roadmap that helped increase eCommerce revenue to over \$70M.
- Organize site visits and product trials for prospective customers and report results to relevant concerns.



WORK EXPERIENCE

- Responsible for budget, training and business development.
- Order Release API that lead to a 64% time saving with sales.
- Conducting Fit/Gap analysis and Solution Design for the SAP and integrated application interfaces.
- Providing status reports to the program's stakeholders.
- Achieved time, cost and performance objectives by identifying possible deviations from the project baseline, and proposing preventative and corrective actions.
- Daily communication with clients all around the world.



EDUCATION

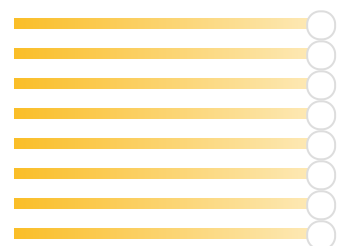
Computer Science
Loyola University Chicago, Chicago, IL, US



SKILLS

Skills

Product Management
Strategy/Roadmap
Agile Development
ERP/SRM Platforms
Collaboration Tools
Leadership
Integrations
Wireframes



ACHIEVEMENTS

CDW Emerging Leaders Program
CDW Six Sigma Yellow Belt



HOBBIES



Traveling



Getting lost in
a good book



Networking