Moises Nava Houston, TX ▪ +1-832-920-0954 ▪ [moisesnava03@gmail.com](mailto:moisesnava03@gmail.com) ▪ [LinkedIn](https://www.linkedin.com/in/moisesnava/)

**Sr. Global Product Management Leader**

Award winning and Dynamic Product Management Leader with 15+ years of Global Executive Leadership Experience in Fortune 100/500 (US), FTSE 100 (UK) Technology Companies. Proven Experience leading cross-functional teams which have supported composite top-line growth of over 800 MM USD, bottom-line growth to average EBITDA of 23%, and 30% Market Share increase in B2B markets globally.

CORE COMPETENCIES

Product Vision and Strategy | Strategic Thinking| Product Strategy | Global Cross-Functional Teams Leadership | Market Analysis | Technology Roadmap | Product Lifecycle Management | Executive Stakeholder Management | P&L | Open Innovation | New Product Development | Commercialization | Voice-of-Customer |Multi-Cultural/Multi-National Leadership | R&D |Marketing | Coaching | Continuous Improvement | Corporate Leader

PROFESSIONAL EXPERIENCE

**Gerson Lehrman Group** – Houston, TX Apr 2024– Present

**Senior Global Advisor,** Technology, Innovation and Market Strategy

* Market and Business Strategy Advisory to Global Private Equity Firms, and Top Management Consultancy firms (e.g. Boston Consulting Group, McKinsey, Bain, Deloitte, and Oliver Wyman) Consultant to Consultants.
* Lead Private Equity firms in identifying and capitalizing on emerging technology and market opportunities globally (US, LATAM, Europe, Middle East, India and China), contributing to a cumulative increase in portfolio returns by 25%. Achieved a 95% client satisfaction rate.

**Medi-Share** – Houston, TX Aug 2022 – Apr 2024

**Director,** Product Management and Strategy

* Executive Product and Strategy Leadership for the Non-profit Healthcare Fintech Product Portfolio valued at $675 million, reporting to the CEO.
* Established trusted-advisor partnerships with the Executive Leadership Team (ELT) and facilitated first strategic planning review portfolio sessions that led to a 30% improvement in Innovation portfolio alignment to corporate goals.
* Led the development of the 5- year Portfolio Roadmap, which included 15% of emerging technologies.
* Led cross-functional team to a timely and Successfully NPD Launch of Medi-Share Value product

**Baker Hughes** – Houston, TX Mar 2022 – Aug 2022

**Director,** Global Product Management

* Led Product Management and Marketing for SPC Portfolio globally ($250 million product line revenue) with offices in Houston, TX and Abu Dhabi, UAE.
* Led portfolio assessment and led enhancements to portfolio for key customers (Equinor, ADNOC, Saudi Aramco), boosting customer satisfaction by 25% and reducing support resolution times by 20%. (Business Value: 3b USD)
* Led Ideation and implementation of strategic sales plays with the technological transfer of Subsea sealing technology for onshore applications in Saudi Arabia. This helped accelerate pipeline generation in the region.
* Developed a 5-year portfolio roadmap with 100% stakeholder alignment, reducing R&D spend by 30% and increasing innovation output by 20%.

**Caterpillar Inc** – Houston, TX Nov 2017 – Mar 2021

**Director,** Global Product Management and Engineering | Feb 2020 – Mar 2021

* Impact: 20+ Person Team | $150 MM Product Line Revenue | 8 Products Launched Annually
* Led product management and supplier quality efforts to support transformation from a loss-making business (-13% EBITDA) to profit (15% EBITDA) in 11 months. The C-Level expectation was 2 years.
* Received various Industry Awards for New Technology (2021 World Oil Award, 2020 O&G Engineering Award)
* Developed a 5-year portfolio roadmap for new products development and introduction (NPD/NPI) with 100% stakeholder alignment, reducing R&D spend by 30% and increasing innovation output by 20%.
* Developed full scope of supply for specialty API-6A Annex F qualified components in Suzhou, China

**Global Product Line Manager,** Weir O&G Surface Pressure Control Product Line | Feb 2020 – Mar 2021

* Achieved tier-1 launch of the ULR wellhead technology for the Pressure Control Portfolio, resulting in an average 15% increase in market share in the target regions of US, Canada, UAE, Saudi Arabia and Thailand.
* Standardized highly complex engineered-to-order capital wellhead portfolio into single product line that helped reach yearly revenue targets in pressure control market segment. Successful rebrand
* Successful Global Launch of ULR Pressure Control Technology. (increased Market Share in US and SE Asia)

**SLB (Schlumberger)** – Houston, TX Jun 2011 – Nov 2017

**Product Manager,** Cameron Surface Systems | Sep 2014 – Nov 2017

* Led Cameron Surface System Portfolio (500 MM USD Product Line Revenue) and oversight on cross-functional teams in Mexico, India, Romania, Colombia, the UK, Venezuela, Abu Dhabi, and Dubai. Promoted to the role and relocated.
* Successful standardization of 16 products into a single consolidated product line in under six months. $500MM Product Line Revenue. Achieved 35% Market Share for the company.
* Successfully commercialized three new products within the first year in position— NPD technology launched went on to win the 2015 World Oil Best Well Integrity Finalist Award.

**Sales Manager,** Cameron Onshore & Offshore Gas| Jun 2011 – Sep 2014

* Impact: 2 Direct Reports |4 Person Field Service Team | 2 Clients | $50 MM+ Sales Booking
* Repositioned and restructured sales team in an innovative modular way and exceeded quota expectation by 2x.
* Won two of the most important company accounts to date because of a innovative Mudline System Solution— Cardón IV, a Repsol (Spain) / ENI (Italy) JV and Ypergas, a Total (France) / Repsol (Spain).
* Increased Repsol/ENI market share in the region 100% by applying existing technologies & methodologies in new combinations to design new pressure control solutions for offshore mudline applications for Natural Gas.
* Led growth for Cameron Drilling Aftermarket Business ($15 MM a year)

***Additional Experience:***

**Petroleos de Venezuela, SA (PDVSA)** – Corporate Business Optimization Leader, Nov 2004 – Dec 2008

**Core Laboratories** – Technology Project Leader, Jan 2002 – Nov 2004

EDUCATION & CREDENTIALS

**Stanford Graduate School of Business |** LEAD Executive Program (MBA Alternative)

**University of Zulia (Top 5 Eng School in Venezuela) |** B.S. Industrial Engineering