# Adam Rojas

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## PRODUCT & OPERATIONS LEADERSHIP
## AI ENABLEMENT · CUSTOMER EXPERIENCE

Product and operations leader who designs and builds tools for complicated work. At Oracle, I connected portfolio planning across 600+ epics and 13 business areas. My experience spans cloud configuration, product release, people leadership, and helping teams put AI to work.

## EXPERIENCE

### Principal Product Manager

Oracle · Apr–Oct 2026 · Manchester, NH (Remote) · Portfolio Management Center of Excellence

- Built portfolio planning tools for 600+ epics across 13 business areas, connecting Jira boards through weighted prioritization, capacity, and dependency views while keeping Jira authoritative.
- Made priorities, blockers, and owners visible from executive roadmaps to individual stories, without manually tracing Jira relationships.
- Created a requirements-writing GPT used by 200+ employees and six internal AI skills with 800+ combined downloads in the 2026 snapshot.
- Built knowledge-retrieval and maintenance workflows for portfolio guidance across 30+ teams and 800+ employees.
- Taught practical AI workflows across a roughly 1,000-person DevSecOps organization. Presented GPTs and skills to 1,000+ live attendees within a broader organization of roughly 3,000.
- Helped 30+ colleagues get started with Codex and Jira/Confluence connections. Built company security policies and best practices into reusable skill-creation workflows.

### Senior Manager, Business Analysis & Design (CPQ)

Oracle · Nov 2022–Apr 2026 · Manchester, NH (Remote) · Product Configuration Operations

**Senior Manager, Cloud Configuration · Jan 2021–Oct 2022**

**Manager, Cloud Configuration Design · Dec 2017–Dec 2020**

- Led up to nine Product Owners and Design Analysts; managed hiring, performance, development, and team budget, and coached requirements quality and clear ownership.
- Secured approval to introduce a Product Owner role and realigned team responsibilities.
- Designed CPQ blueprints for roughly 60 models covering thousands of Oracle Cloud products and services, specifying UI mockups, attribute behavior, and developer handoffs.
- Led configuration design through a modernization pilot toward a Redwood experience and multi-cloud enhancements.
- Partnered with Oracle's design team on internal quoting workflows. Built a Codex-to-Figma integration in 2025 so teammates could create mockups aligned with company design standards.
- Established pre-UAT design checks and business-user testing guidance; wrote quality procedures and guided acceptance criteria, release approvals, verification, and financial-control checks.
- Across Oracle configuration roles, built part-data search and mapping tools supporting MICROS and Cerner integration. The search application served approximately 600 users and tens of thousands of monthly page views.

### Senior Configuration Analyst

Oracle · Feb 2016–Nov 2017 · Rocklin, CA

**Configuration Analyst · Aug 2014–Feb 2016**

**Cloud Team Lead · Apr 2013–Aug 2014**

**Product Configuration Engineer · Jan 2012–Apr 2013**

- Joined the founding team as lead configuration designer for the internal WebQuote-to-BigMachines/Oracle CPQ Cloud pilot; led configuration migration work and refined models from executive and seller feedback.

- Supported rollout in Ireland and the UK. The wider platform served 20,000+ sales representatives globally at a recorded point.
- Coordinated cloud product releases and created the Cloud Resource Center for release guidance; aligned quoting information with product rollout, branding, terminology, and pricing requirements.
- Translated complex hardware and cloud products into guided configurations; resolved requirements, priorities, and exceptions with product stakeholders, sales users, and developers.

### Business Analyst, Operations

Oracle · Feb 2010–Jan 2012 · Nashua, NH · Cloud Deal Management

- Provided business analysis and pre-sales support for sales and Cloud Deal Management, covering product requirements, configuration and quoting escalations, release training, and quarter-end operations; maintained technical web content and support-ticket workflows.

### Technical Support Engineer

Sun Microsystems · Finance · 2006–2010 · Burlington, MA

- Maintained an internal technical sales-support website, user guides, product information, and HTML aligned with release price lists.
- Created release summaries and 15–60 minute product training. Delivered training in Denver and resolved Deal Management quoting escalations, continuing this work into early Oracle.

### Customer Experience Manager

Best Buy · Jun 2004–Nov 2006

- Led roughly 10 supervisors in an organization of about 180 frontline staff, supporting customer experience, staffing, coaching, performance, budgeting, and operational reporting.
- Developed people through strengths-based leadership and individual coaching; helped teams understand expectations and follow practical operating procedures.

### Sales Manager

Best Buy · Jun 2003–Jun 2004

- Led sales execution and team development, and mentored new sales managers across the district. Earlier roles: Home Theater and Computer Sales Supervisor (Jun 2002–Jun 2003) and Computer Sales Associate (Nov 2000–Jun 2002).

## SELECTED PERSONAL PROJECTS

- Built Training Narration Studio for slide-by-slide scripts, local speech generation, review, and video export; later adapted it for Oracle teammates.
- Built Icon Studio for browser-based icon composition and SVG/PNG export.
- Maintain Python/Qt tools and a Discord assistant using local models and retrieval. Published Resplendent Resume Builder and AI Slop Mop. Portfolio: ai.rojamahorse.com

## SKILLS

Product and operations: Product strategy, product ownership, roadmapping, stakeholder management, business analysis, requirements, backlog prioritization, release planning, process improvement, technical writing, knowledge management, training, customer support.

Tools and AI: Jira, Confluence, Oracle CPQ, Oracle APEX and SQL tools, ORDS/OpenAPI, Python, PySide6/Qt, HTML, Figma, ChatGPT, Codex, large language models (LLMs), prompt engineering and workflow design, retrieval-augmented generation, Model Context Protocol (MCP) integrations.

## EDUCATION AND RECOGNITION

University of New Hampshire | Coursework in Business Administration and Computer Science.

Oracle CPQ Cloud Yellow Belt and Blue Belt certifications.

Oracle Career Achievement Award, Product Release Group; Best Buy sales and leadership awards. Gallup strengths-based leadership training.