JULIAN MERCER

DIRECTOR-LEVEL TECHNICAL PRODUCT MANAGER

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PROFESSIONAL SUMMARY

Director of Technical Product Management with 14+ years leading platform, data infrastructure, and developer products at Snowflake, MongoDB, Red Hat, and Splunk. Sets multi-year technical strategy, manages product managers, and ties platform investment to margin and growth.

PROFESSIONAL EXPERIENCE

Director, Platform Product Mar 2023 - Present
Snowflake, San Mateo, CA

- Lead 11 product managers across data sharing, governance, and developer tools, aligned to a three-year platform strategy.
- Partnered with Engineering vice presidents on capacity and cost priorities, improving infrastructure gross margin 4 points.
- Established a quarterly operating review with Sales and Support that cut unplanned roadmap changes by a third.
- Launched a governance capability adopted by 38% of enterprise accounts within three quarters of general availability.
- Set a pricing and packaging approach for platform features with Finance and Sales, lifting consumption-based revenue 12% in four quarters.

Senior Manager, Product Management Feb 2020 - Feb 2023
MongoDB, New York, NY

- Managed five product managers delivering cloud database features serving more than 20,000 production clusters.
- Drove a security and compliance roadmap that supported entry into three regulated industries.
- Hired and developed three product managers, two of whom advanced to senior level within two years.

Principal Product Manager Jan 2017 - Jan 2020
Red Hat, Raleigh, NC

- Led product strategy for container platform tooling, growing enterprise subscriptions 34% over three years.
- Worked with open-source maintainers and engineering leads to balance community priorities against customer commitments.
- Defined release criteria and support lifecycles used across four product lines.

Senior Product Manager Mar 2015 - Dec 2016
Splunk, San Francisco, CA

- Owned data-ingestion connectors used by 1,500 customers, raising supported source types from 40 to 65 in two years.
- Introduced a technical design review standard for product requirements, shortening average specification cycle times 25%.

Senior Software Engineer Aug 2012 - Feb 2015
Oracle, Austin, TX

- Designed and shipped backend components for enterprise database management tools used by global customers.
- Led a team of four engineers through a performance rewrite that reduced batch processing time 40%.
- Mentored two junior engineers on code review and test design, and both took ownership of release components within a year.

CORE SKILLS

Technical strategy | Platform roadmapping | Data infrastructure | Product leadership | Engineering partnership | Operating cadence | Security and compliance | Pricing and cost strategy | Executive communication | Org design | Open-source ecosystems | Developer products | Team development | Risk management

EDUCATION

M.S. in Computer Science, North Carolina State University, Raleigh, NC

CERTIFICATIONS

Pragmatic Institute Certification