

Kate Makrigiannis

PRODUCT LEADER

Product Executive & Consultant | 0→1 MVPs, Platform Strategy, UX Coaching
I turn chaos into clarity - shipping fast, scaling smart, and growing high-trust teams that deliver.

PRODUCT MANAGEMENT EXPERIENCE

Fractional Director of Product | Sperity Health

May 2024 – May 2025

Launched a HIPAA-compliant health MVP with biomarker data visualization and dynamic content

- Coordinated discovery, research, design, and dev with founders, clinicians, and engineers
- Prioritized impactful features across secure auth, content delivery, and member feedback
- Delivered full-stack MVP in 4 months with roadmap clarity + scalable content infra

Staff Product Portfolio Lead | Rise8

June 2024 – Feb 2025

Modernized Space Force product workflows and accelerated secure release cycles

- Cut deploy time from 6+ months to 2 weeks via upgrades to pipeline + security review
- Reduced new team onboarding time by 75% with improved security/access workflows
- Coached PMs to lead sequencing, roadmap comms, and facilitation with greater confidence

Principal Product Coach & Strategist | Kaiser Permanente

Sept 2022 – Feb 2024

Led enterprise-wide shift from project thinking to product-focused value delivery

- Facilitated 15 exec OKR workshops to connect roadmaps with measurable outcomes
- Designed 12 hands-on team workshops for product vision, discovery, OKRs, and mapping
- Launched "Bring Your Own Backlog" series to grow PM skills and foster collaboration

Group Product Manager, Platform Data | Zendesk

July 2020 – March 2022

Led Platform Data, Triggers, and Automations teams to power customer support workflows

- Launched admin UI for Custom Objects with search, sort, filters, schema and permissions
- Shaped roadmap with user research, competitive analysis, and stakeholder alignment
- Delivered data tools for 1000s of teams to embed business logic into workflows

Senior Manager and Product Consultant | Pivotal Labs

Sept 2016 – July 2020

Coached teams to build modern apps fast using Lean, Agile, and user-driven practices

- Led client engagements across discovery, iteration planning, and product delivery
- Scoped new work and managed PM/design consultants for enterprise and gov't clients
- Notable clients: DoD, StubHub, Allstate, Home Depot, Honeywell, Goldman Sachs

Product Management Instructor | General Assembly

April 2017 – Aug 2018

Taught 10-week course + workshops on lean product, discovery, and team rituals

- Created curriculum spanning MVP design, research, iteration, and roadmap planning
- Taught 150+ aspiring PMs and coached on real-world product challenges

Product Owner, CRM | IHG (InterContinental Hotels Group)

March 2016 – Sept 2016

Delivered CRM features used by 5,000+ hotels to personalize the on-property guest journey

- Prioritized data, loyalty, and profile features to support better stay experiences
- Partnered with hotel operations to prioritize and test key guest flow updates

Certified Scrum Master (CSM) | ThreeFiveTwo

Nov 2013 – Feb 2016

Ran agile delivery for B2C, internal, and mobile-first digital projects

- Led sprints, demos, and research for hybrid in-house and distributed teams
- Delivered internal tools, responsive B2C web apps, and mobile-first marketing sites

CONTACT

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SKILLS & METHODS

Coaching teams with clarity and care
Building stakeholder trust + buy-in
Translating vision into roadmaps + story maps
Facilitating decisions and outcomes

Sequencing features for iterative delivery
Prioritizing with messy or limited data
Synthesizing research into direction
Navigating constraints with speed + structure

The Lean Startup

Assumption testing, fast feedback loops, and MVPs that unlock learning

User-Centered Design (UCD)

Immersive research, user journeys, and frictionless flows grounded in context

Extreme Programming (XP)

Dev collaboration, short cycles, and test-driven builds that don't break things

EDUCATION

AI Product Design

Elev8, Summer 2024

Applied AI design principles for product thinking, prototyping, and user context

AI for Product Management

Pendo.io, April 2024

Intro to AI use cases in product strategy, data, and user experience

Data Literacy & Intermediate SQL

DataCamp, 2022-2024

Analyzed product data with SQL, AI tools, and visual dashboards

Ready to Coach

Dojo Academy, Nov 2022

Formalized product team coaching skills via cohort-led delivery labs and practice facilitation

App Modernization Practitioner

Swiftbird, Feb 2021

Trained in event storming + DDD for legacy-to-modern system redesigns

B.A. Theatre Arts

Virginia Tech – May 2012

Performance concentration with Psychology minor: strong storytelling and research foundation

Explore full case studies, product stories, and tools at [k8mak.com](https://www.k8mak.com)