

Michael Tempestini

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SUMMARY

Product manager with 7+ years of experience in freight and logistics technology, including nearly 5 years in product management roles (Associate Product Manager, Product Owner) on B2B SaaS web and mobile products. Managed products across the full product lifecycle, from discovery and requirements through launch, iteration, and post-launch measurement, with cross-functional teams of engineering, design, data science, and marketing. Uses AI-enabled tools to prototype UI, draft requirements, and automate roadmap and release communication.

WORK EXPERIENCE

OTR Solutions, Atlanta, GA (*remote, Chicago*)

Product Manager

January 2025 – October 2026

- Owned end-to-end product strategy for Epay Manager, a real-time billing, invoicing, and document-audit platform serving freight brokers, carriers, and factoring firms
- Used AI-enabled tools to prototype and build mockups for a refreshed Epay Manager UI
- Built AI-assisted workflows to turn stakeholder meeting transcripts into epics and features, draft user stories, create wireframes, and automate roadmap updates and release notes
- Led the Epay Manager Mobile App through discovery, scoping, development, and go-live, enabling drivers to submit delivery documents from a mobile device
- Prioritized Sales and Operations feedback against the roadmap and strategic initiatives, shipping features that accelerated adoption and reduced audit disputes
- Served as voice of the customer during broker and TMS onboarding; ran sprint planning and agile ceremonies; presented live product demos at TIA and FreightWaves conferences

Internet Truckstop Group, Boise, ID (*remote, Chicago*)

Associate Product Manager

October 2023 – January 2025

- Supported development of underlying services for Risk Factors in Chrome and Outlook, from initial launch in June 2024 to an up-market premium offering in November 2024
- New product grew from \$0 to \$41.7k MRR in 6 months, averaging 800k requests/day across all use cases; its data and services also supported the RMIS Gate Rules and RAS releases
- Led a UX research project with user interviews for the carrier-facing Risk Factors experience to inform design improvements
- Aligned with leadership on the product roadmap, set objectives and key results, and aligned development team goals for execution and delivery

Coyote Logistics, Chicago, IL

Associate Product Manager

November 2021 – September 2023

- Conducted discovery and started development of two internal web applications for sales reps (Accessorial Management Portal, Carrier Sales Web Application), breaking legacy workflows into web apps; decreased time-to-task in freight-matching workflows by 20% and increased speed of opening loads by 50%
- Implemented A/B tests of a load recommendation model on carrier-facing website and mobile apps, matching loads based on history and increasing offers and engagement by 5–7%
- Installed Pendo analytics on external web and mobile experiences, using user-behavior insights to inform roadmap and feature prioritization
- Led four cross-functional teams (engineering, design, marketing, data science, customer support) to execute initiatives within established timelines and budgets
- Defined requirements with stakeholders, prioritized features by business value and user impact, and wrote user stories; collaborated with designers in Figma and FigJam

Carrier Engagement Representative

July 2020 – November 2021

- Onboarded 200+ new carriers per week to the CoyoteGO digital freight platform to drive adoption of digital booking, and collected weekly carrier feedback to inform product development

Carrier Sales Representative

June 2019 – July 2020

- Sold spot and dedicated freight to owner-operators and fleets, serviced loads to improve service KPIs, and promoted CoyoteGO self-service adoption

EDUCATION & CERTIFICATIONS

Miami University, Oxford, OH, *Bachelor of Science in Business* | Evans Scholar

2019

Certified Scrum Product Owner (CSPO) | Coursework in AI for product management

SKILLS

Product: Product strategy, roadmapping, product lifecycle management, discovery and user research, requirements, epics and user stories, A/B testing, success metrics and OKRs, Agile/Scrum

AI: AI-assisted prototyping and mockups, AI workflow automation for requirements, roadmap, and release notes

Tools: Figma, FigJam, Pendo, Asana, Aha!, Jira, Confluence, Claude/Claude Code, Copilot

Domain: Freight and logistics, B2B SaaS, billing, invoicing and payments, mobile apps, TMS integrations