

MYLES BOUREN

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PROFESSIONAL SUMMARY

Director-caliber Pricing Leader driving SaaS/PaaS monetization through **AI-powered pricing models** and **cross-functional lifecycle optimization**. Delivered 17% in Platform ARR growth at FICO via **ML-driven cost modeling** and **value-based pricing**. Led proven pricing transformations in remote, global environments with minimal oversight.

EXPERIENCE

FICO | Remote

Aug 2021 – Present

Senior Manager, Corporate Strategy and Software Pricing

Director-Level Scope for \$235M Platform ARR Portfolio

- **Scalable Pricing Effectiveness:** Built AI /ML-driven value-based pricing (cluster analysis/regression models) for FICO's Platform, elevating Forrester's ranking of FICO's pricing transparency from #9 to #1 among peers and enabling 10x growth scalability. Drove **110% NRR** and **\$235M ARR** (33% of total software revenue).
- **Dynamic Cost Modeling:** Independently designed a multivariate Cobb-Douglas Production Function cost model for our dynamically scaled AI environments (within the AWS Lambda-based architecture) for real-time COGS/margin analysis at the customer and unit level. Won C-suite approval after statistical hypothesis testing (logistic regression) and validation, reducing margin risk in contracts and adding negotiation levers in deals for discounting.
- **CPQ & Deal Desk Overhaul:** Engineered CPQ enhancements that automated COGS/margin estimates for approvals, allowing real-time experimentation on pricing for customized packages, **slashing sales cycle time by 80%** and enabling evidence-based discounting approvals for leadership.
- **360 Degree Data Visibility:** Unified Salesforce, CPQ, and financial data into single relational database.

Hillsdale Furniture Holdings, LLC | Louisville, KY

Feb 2021 – Aug 2021

Senior Manager, Pricing Analytics

- **EBITDA Optimization:** Modeled price elasticity for 25K SKUs (\$150M revenue), and repriced entire portfolio, projecting **11% EBITDA growth** (EOY 2021). Presented re-pricing recommendations to C-suite/Board were implemented within 3 months of starting role.
- **Pricing Center of Excellence:** Standardized systems/negotiation playbooks, integrating pricing into Channel Marketing, Sales, and Supply Chain teams.

Hogan Lovells LLP | Louisville, KY

May 2018 – Feb 2021

Manager, Global Pricing Strategy

- **\$2.5B Portfolio Leadership:** Directed global pricing strategy; **managed an international team of 4 analysts** and Deal Desk process. **Increased prices 35% and improved price realization by 8%** over 4 years.
- **\$50M+ Revenue Expansion:** Built Monte Carlo valuation models to assess contracted risk for M&A and Litigation workstreams, unlocking \$50M+ new revenue in < 2 years.
- **Fortune 500 Negotiations:** Led negotiations with global Fortune 500 clients (including Google, Amazon, J&J), driving millions in incremental revenue.

Pricing Analyst → Senior Pricing Analyst

Jan 2017 – Apr 2019

- Designed fixed-fee pricing frameworks for variable-cost services (cross-border M&A), capturing \$500K+ per account in incremental revenue.

EDUCATION

Indiana University, Kelley School of Business | Bloomington, IN July 2020
Master of Business Administration | Top 10 U.S. Program (The Economist)

- VP, Kelley MBA Consulting Association | Coursework: Machine Learning, Strategic Pricing

University of Kentucky, Gatton College of Business and Economics | Lexington, KY May 2017
Bachelor of Science in Economics | Applied Econometrics, Time-Series Forecasting

- Coursework: Applied Econometrics, Time-Series Forecasting for Businesses

TECHNICAL SKILLS

Pricing: Value-Based Pricing • SaaS Monetization • Competitive Analysis • Pricing Lifecycle • ROI Frameworks

Technical: Python • SQL • ML Modeling (Regression/Clustering) • CPQ • Advanced Excel

Leadership: C-Suite Advisory • Cross-Functional Alignment • Deal Negotiation • Team Management