# TRENT Morrison

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SKILLS

Growth Product Strategy | Mobile-First UX | Metrics & KPI Optimization

Conversion Rate Optimization

**Data-Driven Decision Making** 

**EXPERIENCE** 

A/B Testing & Experimentation

User Acquisition & Retention

The Walt Disney Company; Disney Streaming, Disney+

February 2022–present

Cross-Functional Leadership

Agile Product Development

## Senior Product Manager; Subscriber Experience

- Drove a 46% effective click-through rate by defining and executing long-term strategy for Disney+ Details Pages across mobile and platform surfaces.
- Achieved a 58% interaction rate through data-driven discovery features impacting 150M+ subscribers globally.
- Reduced monthly retail subscriber voluntary churn by 10% and dormant subscriber churn by 2% by leading experimentation and GTM collaboration on the SHOP tab, which evolved into the PERKS tab and a holistic perks & benefits program.
- Championed live content engagement by launching the first-ever live streaming capabilities for Dancing with the Stars on Disney+, boosting concurrent usage by 36% from premiere to peak episode and driving a high double-digit increase in real-time viewing engagement.
- Enhanced subscriber retention via mobile-exclusive features including progress-based recommendations and
  push notification flows.- Improved internal efficiency and agility by transitioning backend infrastructure to a
  unified, services-backed codebase and launching metrics dashboards.- Initiated cross-functional product
  experimentation with Product Marketing, Data Science, Engineering, and Design teams to iterate based on
  performance insights.- Founded Pride @ Disney NYC, scaling a mentorship program that supported over 50
  mentees across three cohorts.

Pluralsight October 2018–February 2022

## **Product Manager & Senior Growth Analyst**

- Led the development of Content Quality Index (CQI) and Author Home, used daily by 5,000+ internal and external content creators to track quality, performance, and learning effectiveness.
- Built and scaled multiple data pipelines and APIs that powered feedback loops across Pluralsight's product ecosystem, including content reviews, author dashboards, and learning pathways.
- Increased daily user submissions from 30 to over 2,500 (500,000 in six months) by launching and optimizing the Content Quality Survey (CQS) feature through rigorous A/B testing and user research.
- Enhanced user content satisfaction by 25% and improved overall retention by 5% by developing engagement strategies informed by CQI dashboards and behavioral data.
- Enabled faster and more effective cross-product collaboration by integrating quality data into adjacent tools, driving content insights across the organization.

Clearlink April 2017–October 2018

## **Growth & Content Strategist**

- Achieved a 25% increase in user acquisition by implementing SEO, paid search, and social-driven growth marketing strategies across multiple brands.
- Boosted conversion rates by 8% through A/B tests on brand partner landing pages and optimizing digital marketing campaigns based on analytics.
- Led data-driven performance improvements, enhancing customer engagement through content personalization and CRO strategies.

#### **EDUCATION**

B.S., Interdisciplinary Studies
Utah State University
Dual focus: Communication Studies & Psychology
Logan, Utah