Aleks Aperans

aleksaperans@gmail.com // (914) 907-6453 // Washington, DC

PROFILE

Product Manager with 10 years of experience in global trade and artificial intelligence models. Proven ability to lead cross-functional teams to develop and launch innovative products that delight customers. Expertise in user research, data analysis, and product strategy. Passionate about using technology to solve real-world problems.

WORK EXPERIENCE

Altana AI   **Jun. 2022 – Present**
Lead Product Manager   Brooklyn, NY

- Led the development and launch of the Trusted Shipment product suite, streamlining global trade and e-commerce activities for enterprises, government agencies, and logistics service providers. The product served as the primary user engagement layer for first party data intake into the Altana platform.
- Successfully launched the Trusted Shipment Model Score, resulting in a 10% increase in customer adoption and positioning Altana as a reliable source of supply chain information and establishing a new standard in the industry.
- Implemented three harmonized tariff AI models (US, CA, HS-6), resulting in a 45% reduction in time spent manually classifying products. Models accessible via API and application UI.
- Developed internal dashboards that reduced the time spent by internal team members searching for model errors by 80%, resulting in more informed data-driven decisions and improved model precision.
- Conducted user research discovery sessions to capture user insights and pain points, which helped rally and build consensus among internal stakeholders and drive the product roadmap.

Project 44   **Sep. 2021 – Jun. 2022**
Product Manager   Chicago, IL

- Responsible for building out the digital documents product line from scratch. Enabled users to upload, store, digitize and transmit documents throughout the shipment lifecycle, complimenting Project 44's core visibility business. In one year, 20.5M documents were ingested generating 3M in ARR.
- Defined business requirements for digital document JSON schemas (eCMR, eBOL, eInvoice), which enabled seamless digital document handovers and helped to promote sustainable best practices.
- Collaborated with UX/UI teams to redesign email workflows for the carrier marketplace product line, resulting in an 11% increase in user response rates.
- Organized and led two offsite international team meetings, fostering team cohesion, camaraderie, and alignment on the product vision.

E2Open (Acquired Amber Road)   **Jun. 2019 – Sep. 2021**
Product Manager   Washington, DC

- Managed a product line consisting of Trade Import, Trade Analytics, and Trade API solutions for E2Open's Global Trade Management Platform, serving 47 enterprise customers and generating 11.5M in ARR.
- Spearheaded the launch of Global Product Master 2.0, an initiative that modernized the UI/UX workflow for product classification and management in the global trade compliance lifecycle. Collaborated closely with cross-functional teams to identify pain points and opportunities, resulting in a 25% reduction in application time for users.
- Oversaw the successful decoupling of core applications, including the Import Cost Calculator and Content Library, into microservices accessible via API, resulting in 2M in new ARR at launch. Achieved this through a strategic and collaborative approach, overcoming technical and operational challenges and unlocking new revenue streams for the company.
- Led an 11-member team of developers, data scientists, quality assurance, and business analysts as the daily Agile SCRUM leader.

Amber Road   **Oct. 2017 – Jun. 2019**
Associate Product Manager   Washington, DC
- Led the US Import Trade Compliance product line, overseeing the development of 12 distinct interfaces to support the US ACE Partner Government Agency Single Window Launch.
- Implemented a broker certification program, reducing the cost of third-party B2B broker integrations by 40% and streamlining partnerships and building trust.

Amber Road   **Oct. 2014 – Oct. 2017**
Senior Business Analyst   Washington, DC
- Responsible for writing product requirements to support US Import & Trade Compliance use-cases.
- Served as product liaison and subject matter expert for customer implementations, providing relief and guidance to overcome operational bottlenecks.

Sandler & Travis Trade Advisory Service   **May 2012 – Oct. 2014**
Customs Compliance Team Lead   Greenville, SC
- Managed a 10 member team of compliance analysts processing US Imports on behalf of General Electric's Power & Water Division.
- Great attention to detail, maintained a 98.2% audit rate on entries filed with US Customs and Border Protection.

EDUCATION

Clemson University   **Dec. 2011**
B.S. in Political Science and International Relations   Clemson, SC
Concentration in Diplomacy, and Negotiation Strategy. Vice President of the Model United Nations Club.

CERTIFICATIONS, SKILLS & INTERESTS

- **Certifications**
    - CS50W: Web Programming with Python and Javascript | Harvard/edX (in progress)
    - Front End Developer Professional Certificate |Meta / Coursera (in progress)
    - Machine Learning Foundations for Product Managers | Duke / Coursera (2023)
    - CS50: Introduction to Computer Science | Harvard/edX (2022)
    - How to Create Products Customers Love | Silicon Valley Product Group (2021)
    - Licensed US Customs Broker | US CBP - Atlanta GA (2014)
- **Skills**
    - Project Management: agile scrum, roadmapping, stakeholder alignment
    - Product Development: discovery research, wire-framing, prototyping
    - Commercial: market sizing, market segmentation, pricing
    - Programing: python, SQL, HTML/CSS
    - Tools: Figma, Databricks, G-Suite, Microsoft Suite, Jira, Miro, Notion
- **Interests**
    - learning to code, real-time strategy games, building pcs, global politics