

# Aki Fukai

Principal Product Designer  
B2B SaaS

Available for 3-18 month  
Engagements, Fractional or Full Time

Hamburg · Berlin · Zurich  
Remote: EST to GST  
Swiss Citizen

+49 172 431 15 00  
aki@fukai.ch  
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## Rapid Integration Toolkit

**Design-to-Code Bridge:** Figma (Variables & Tokens) · Component driven design · VS Code · Git workflows · Modern HTML/CSS · Meaningful CSS Transitions

**Venture Collaboration:** Notion · Miro/FigmJam · Slack · JIRA/Asana/Linear · Google Sheets

**Methodology Expertise:** Shape-Up · JTBD · Service Design · Lean UX · Hypothesis-driven validation

**Workflow Effectiveness:** Cross-functional alignment eliminating translation gaps · Regulatory constraint adaptation ·

Currently exploring AI-augmented UX and design tooling and workflows besides ChatGPT, Claude and GitHub Copilot: Figma Make, Relume, Claude Code in Figma DevMode MCP server, various LLM-powered website builders

## Languages

**German:** Mother tongue  
**English:** Full professional proficiency  
**French:** Intermediate level (B1)  
**Japanese & Zulu:** Beginner level

## Education

HAW Hamburg, Department Design Communication design (with an internship at Fork Unstable Media)

## B2B/B2B2C SaaS Platform Design Specialist

**Principal Product Designer** with >20 years of experience and 12+ years delivering scalable B2B SaaS in FinTech, HR Tech, UC/Collaboration, and Sustainability. Expert in transforming complex requirements and regulations into user-centered B2B SaaS platforms and products through collaborative, hypothesis-driven design.

**Expertise:** Platform design leadership · Rapid MVP validation · Regulatory UX · Design systems · Cross-functional alignment

**Impact:** Multiple successful SaaS launches · Best startup award · Rapid concept-to-market cycles · Enterprise pilot validation

## Recent Engagements Overview

Senior Principal Designer, **SDGventure** · Impact-Focused Venture Building Collective | Ongoing Design Director, **WHATEVER.WORKS (JobRad)** · HR Tech / B2B SaaS Corporate Venture Principal Product Designer, **PlasticPlan (Henkel)** · AI-Powered B2B SaaS / Circular Economy Co-Founder & Principal Designer, **Hello Meet** · Scheduling SaaS Product / C2B / Social Network Senior Product Designer, **enfore AG** · ERP Systems / POS SaaS Founding Interaction Designer, **collectAI (Otto Group)** · FinTech / B2B2C Collections SaaS / ML Lead Interaction Designer, **SBB Railway (IVEG)** · Enterprise GIS / Infrastructure SaaS Senior Interaction Designer, **frog for Siemens/Unify** · Cloud-Based Enterprise Communications SaaS

## Senior Principal Designer, SDGventure

Jan 2022 – Present · 2 years 11 months · Part-time advisory role · Remote Impact-focused venture building collective.

Strategic design leadership within Product-Design tandems and trios for corporate innovation projects. Operating as venture building expert within Germany's leading sustainable venture ecosystem, collaborating on multiple corporate ventures and spin-offs.

*Reference: Patrick Koegel, Founder & CPO @ SDGventure*

## Principal Product Designer, whatever.works (JobRad)

May 2023 – Jun 2024 · 1 year 2 months · Contract · Remote HR Tech B2B SaaS platform (corporate venture).

Led hands-on product design in tandem with Interim CPO and Tech Lead for corporate-backed B2B SaaS venture from idea validation to minimum lovable product (MVP) launch. Designed UX architecture and design system enabling confirmed product-market fit.

### Rapid MVP Development & Validation:

- 14-Week Sprint: Corporate-backed venture from idea validation to MVP launch in 14 weeks
- Product-Market Fit: UX architecture and design system enabled scaling to 30+ B2B clients
- Sales Pipeline: Design quality contributed to 40+ high-potential leads pipeline

### End-to-End Design Leadership:

- Compliance Architecture: Streamlined user flows for 150+ countries regulatory framework
- Technical Integration: Localization (Lokalise), RBAC, SSO, account customizations, HRIS API integr.
- Design System: Scalable architecture enabling rapid feature development and client customization
- Team Building: Hired, onboarded design talent within 1 week; mentored toward higher ownership

### Stakeholder & Business Impact:

- Alignment: Engaged stakeholders across functions ensuring product and UX strategy buy-in
- Award Recognition: Contributed to "Best HR Startup 2023" award (8th HR Start-up Award)
- Successful Spin-Off: JobRad corporate venture spun off as independent company (2024)
- Strategic Positioning: Design excellence enabling transition from venture to standalone entity

**Methodology Innovation:** Modified Shape-Up framework for compliance-heavy regulatory constraints, enabling rapid iteration while meeting legal requirements.

**Impact:** SDG 8 (decent work and economic growth)

*Reference: Uwe Michaelis, Founder & Managing Director @ WHATEVER.WORKS*

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## Principal Product Designer, PlasticPlan (Henkel Venture)

Feb – Jul 2022 · 6 months · Contract · Remote  
AI-powered sustainability compliance SaaS for circular economy.

AI-powered sustainability platform automating packaging data management and plastic tax compliance. Operated as Fractional Principal Designer in tandem with Interim CPO and Venture Lead, serving major enterprise clients in circular material use transformation.

### Enterprise Impact & Validation:

- Market Validation: Secured LoI from Landbell, Bahlsen, and Melitta confirming market demand
- Cost Efficiency: UX design enabled up to 80% AI-driven reduction in plastic tax reporting costs
- Data Scale: 236M+ data points processed, 800K+ packaging comp., 160K+ products classified
- Corporate Satisfaction: High level of corporate client satisfaction regarding regulatory compliance

### Technical Design Excellence:

- Scalable Frontend: Designed and shipped Tailwind-based frontend for multi-level data analysis
- AI-UX Integration: Turned AI data checks into actionable UI with low cognitive and interaction cost
- Contextual Design: Role and operational context specific sorting and filtering mechanisms
- Collaboration Systems: Assignment logic for cross-team collaboration, preventing delayed reports
- UX Coherence: Delivered clear, consistent UX in German and English. Improved flows, microcopy, and interactions in close collaboration with Frontend Lead across agile sprints.

### Strategic Business Contributions:

- Stakeholder Engagement: Drove technical-business alignment through Director-level alignment
- Growth Foundation: Extended stakeholder engagement laying groundwork for strategic expansion
- Global Impact: Addresses 40% of global plastic waste, enabling regulatory compliance

**Environmental Context:** Addressing critical sustainability challenge where plastic production GHG emissions projected to account for 15% of Paris Agreement allowed emissions by mid-century

**Impact:** SDG 12 (responsible consumption and production), SDG 13 (climate action), SDG 14

*Reference: Dr. Nora Mundschenk, Corporate Director Global Tax @ Henkel*

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## Co-Founder & Principal Designer, Hello Meet — Group Scheduling

Jan 2018 – Oct 2021 · 6 years 3 months · Hamburg/Remote  
Initially part-time, full-time from Jun 2020  
Group scheduling product (mobile app) and social network platform.

Co-founded an uncompromisingly user-centric scheduling platform challenging traditional group scheduling models and ad-tech driven Social Networks. Led complete product design from early concepts and business model design through multiple product iterations.

### Strategic Contributions:

- Product Architecture: JTBD-based UX strategy with hypothesis-driven validation cycles
- Cross-Platform Systems: Designed and maintained design systems across iOS, Android, Web
- Product Development: Led end-to-end feature delivery using our assumption mapping method and drove continuous improvements through user-centered insights
- Innovation Model: Pioneered C2B approach disrupting traditional enterprise scheduling workflows

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## Senior Product Designer, enfore AG

Jun 2018 – May 2020 · 1 year 11 months · Hamburg (Hybrid)  
Contract extended to permanent employment after 8 months  
ERP and POS SaaS platform for retail, hospitality, beauty and service.

UX leadership for retail and hospitality POS/ERP platform serving SME market. Delivered comprehensive modules including reservations, pick-up & delivery, online presence, business documents, a modular KPI dashboard and dashboard widgets.

### Key Contributions:

- Modular Design Systems: Scaled architecture for complex multi-device workflows across multiple verticals (gastronomy, retail, beauty salons, services, e-commerce)
- SME-Focused UX: Simplified complex ERP processes for non-technical business users
- UX Architecture: Developed robust service blueprints to support fragmented, real-life user journeys with rapid context shifts and multi-role handovers
- Engineering Partnership: Ensured design QA and performance optimization throughout development cycles

*Reference: Christophe Stoll, Head of Design @ Enfore via small is beautiful*

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## Founding Interaction Designer, collectAI (Liquid Labs, Otto Group)

Feb 2016 – Feb 2018 · 1 year 11 months · Hamburg (on-site)  
Contract extended to permanent employment after 7 months  
FinTech B2B2C SaaS for debt collection automation.

Led the UX and design as the founding Product Designer to create a customer centric collections platform. Designed scalable dunning and self-service payment flows for enterprise clients within regulated finance environment. Architected a B2B2B SaaS receivables management platform, powered by smart ML driven claim resolution.

### Specialized Contributions:

- **Traction:** Delivered product design that helped scale receivables management to €25M
- **White-Label Architecture:** Built modular UX systems supporting multiple client brands
- **Payment Journey Optimization:** Self-service flows reducing customer service dependencies
- **Regulatory Compliance:** Receivables management workflows within strict financial and GDPR rules

*Reference: Michael Backes, Co-Founder & CTO @ collectAI*

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## Lead Interaction Designer, SBB Swiss Federal Railways (IVEG)

Nov 2015 – Sep 2016 · 11-month contract · Bern, Switzerland (on-site > hybrid)  
Enterprise GIS / Infrastructure SaaS

Digitized vegetation risk assessment for Swiss railway infrastructure through GIS-enabled iPad/web application. Mapped complete field-to-office workflows for public sector efficiency and sustainability.

### Technical Integration:

- **Service Design Workshops:** Complete workflow mapping from field assessment to procurement
- **Component Library:** UI systems aligned with SBB corporate identity across iOS and web
- **Stakeholder Complexity:** Public sector hierarchy alignment through iterative design workshops

*Reference: Simon Haesler, Product Owner & GIS Specialist @ SBB CFF FFS*

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## Senior Interaction Designer, frog for Siemens/Unify

Sep 2013 – Jan 2014 · 5-month contract · Munich (on-site)  
Enterprise Communications / Cloud-Based Team Collaboration SaaS

Designed the real-time collaboration experience design for “Project Ansible” (productized as Circuit) with frog Munich in close collaboration with the product leads and lead software architects from Unify. Seamless cross-platform consistency across mobile, web, and tablet for multi-modal enterprise communication requirements.

*Reference: Justin Maguire III, Executive Creative Director @ frog Munich*

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## Further Engagements

### Principal Product Designer & UX Consultant (freelance, remote/hybrid)

**Time Management B2B SaaS** Rebranding & Relaunch · 2025 ongoing

**Babymarkt** UX Audit · 2022

**Tagesspiegel Media** Relaunch · 2022

**Mercedes-Benz** Design System Refactoring · 2022-2023

**1komma5°** Design System Consulting · 2024

**SAP (Fiori)** Design System & UX Consulting · 2015

### Senior Art Director & UX Concept Lead (freelance)

**Telefónica o2** Relaunch o2online.de · 2011

**CTS Eventim** Relaunch eventim.de · 2008

**Daimler/Mercedes-Benz** Relaunch My Mercedes · 2009

**Rossmann** Relaunch online shop, corporate site, career portal · 2008-2012

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## Design Dir./Lead Product Designer (remote), SDGventure

Present

Driving and leading product design of the impact collective – from discovery over MVP to viable business, zero to one and beyond – marrying profit with purpose.

## Design Director (contract, remote), whatever.works (JobRad)

- Transformed a chaotic B2B SaaS initiative into an award-winning remote work compliance HR Tech platform.
- Launched MVP in 14 weeks, scaled to 30+ clients, and covered 150+ countries by introducing Shape-Up, growing and mentoring talent, and building a multilingual responsive design system. — *Impact: SDG 8, 3, 11*

## Lead/Sr. UX/UI Designer (freelance, remote/hybrid)

Babymarkt UX audit · Tagesspiegel Media Relaunch · Mercedes-Benz Design System

## Lead Product Designer (contract, remote), PlasticPlan (Henkel)

- Built an AI-powered packaging data platform, cutting admin cost by 80% and securing LOIs from Landbell, Bahlsen, Melitta.
- Defined vision, shipped MVP, and designed an SAP-integrated enterprise UI.

## Reduced packaging compliance costs by 80% for enterprise clients

- As measured by automation of plastic tax reporting and AI-driven data validation
- By designing a user-centered interface for a complex data ecosystem integrated with SAP

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Product: Designed and shipped a human-centric interface on top of an AI-powered data service that enables companies to transparently manage complex packaging data (B2B SaaS venture).

People & Process: Hired and coached a Jr. Product Marketing Designer. Built and shipped foundational responsive complex app & product mkt. design systems.

## Partner & Product Designer (on site/remote), Hello Meet

Jan 2018 – Mar 2024

Product: Co-shaped and tested a C2B business model, successfully turning the market on its head and co-developed strategy tools and direction. Hypothesis driven product design and development, JTBD informed user flows and UIs, new features, continuous improvement

Product & Process: Helped hiring a pivotal senior backed developer. Built and shipped a mobile design system (iOS, Android, web).

## Senior Product Designer (hybrid), enfore AG

Jun 2018 – May 2020

Product: Drove, designed and shipped core design initiatives from discovery to delivery, customer centre and multi device; reservations, pick-up & delivery, dashboard widgets, online presence email & business docs.

Process: Extended and enhanced a multi-device POS & ERP application design system for a highly complex product, driven by product initiatives.

## Sr. Interaction Designer (on site), collectAI, part of Otto

Feb 2016 – Feb 2018

Product: Designed and shipped a white label B2B2C digital self-service for dunning, collections & payment processes, as well as the merchant's claim management portal.

Built the design system for the client's internal and external interfaces.

## Summary

**Full-stack Lead Product Designer & Strategic UX Consultant** with over 20 years of experience, 12+ in B2B SaaS and complex product ecosystems. I design and scale human-centered, measurable solutions for domains like FinTech, HR Tech, Enterprise SaaS, Sustainability, and ERP/POS systems. I specialize in UX architecture, design systems, product discovery, and enabling cross-functional teams to deliver impact in freelance, fractional, and interim roles.

**Strengths:** Simplifying complexity • Scaling design in cross-platform environments • Leading zero-to-one delivery • Coaching teams on agile and Shape-Up methods • Strategic framing of design in regulated and enterprise contexts.

Currently exploring AI-augmented UX and design tools besides ChatGPT, Claude and GitHub Copilot: Figma Make, Relume, Claude Code in Figma DevMode MCP server, various LLM-powered website builders and more.

## Languages

German: Mother tongue

English: Full professional proficiency

French: Intermediate level (CEFR B1)

Japanese & Zulu: Beginner level

## Education

HAW Hamburg, Department Design Communication design (with an internship at Fork Unstable Media)

## Further work experience

Before 2015

Sr. Interaction Designer (contract) SAP Fiori App Store (DS) Jul 2015 – Oct 2015

Sr. UX Designer Scout24 Schweiz Search & filter UX Feb 2015 – Apr 2015

Sr. Interaction Designer (contract) natcon7 · Renewable power plant management Dec 2013 – Oct 2014

Sr. Interaction Designer (contract) frog for Siemens/Unify: Collaboration enterprise app (mobile/Pad/web). Sep 2013 – Jan 2014

UX Designer & UX Researcher (freelance) Immonet: Faceted search Jan – Apr 2013

Sr. Art Director (contract) at Razorfish for Telefónica o2 Relaunch May – Sep 2011

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## Design Dir./Lead Prod. Designer (remote), SDGventure Jan 2022 – present

Driving and leading product design of the impact collective – from discovery over MVP to viable business, zero to one and beyond – marrying profit with purpose.  
Mandates: **WHATEVER.WORKS (JobRad)**, **PlasticPlan (Henkel)**

## Design Director (contract, remote), WHATEVER.WORKS May 2023 – Jun 2024

Product	Co-lead, designed and shipped 12+ product initiatives end-to-end. Enabled signing dozens of companies offering time-outs. Improved quality and TTM by introducing Shape-Up ( <b>JobRad</b> B2B SaaS venture).
People & Process	Fostered alignment with key stakeholders. Hired and mentored a Mid-Level Product Designer. Built and shipped a complex responsive app design system. Introduced multi-language tooling with Lokalise.

## Lead/Sr. UX/UI Designer (freelance, remote/hybrid) Jul 2022 – Apr 2023

Babymarkt UX audit · Tagesspiegel Media Relaunch · Mercedes-Benz Design System

## Lead Product Designer (contract, remote), PlasticPlan Feb – Jul 2022

Product	Designed and shipped a human-centric interface on top of an AI-powered data service that enables companies to transparently manage complex packaging data ( <b>Henkel</b> B2B SaaS venture).
People & Process	Hired and coached a Jr. Product Marketing Designer. Built and shipped foundational responsive complex app & product mkt. design systems.

## Partner & Product Designer (on site/remote), Hello Meet Jan 2018 – Mar 2024

Strategy	Co-shaped and tested C2B business model.
Product & Process	Hypothesis driven product design and development, JTBD informed user flows and UIs, new features, continuous improvement. Built and shipped a mobile design system (iOS, Android, web).

## Senior Product Designer (hybrid), enfore AG Jul 2018 – May 2020

Product	Drove, designed and shipped core design initiatives from discovery to delivery, customer centred and multi device; reservations, pick-up & delivery, dashboard widgets, online presence email & business docs.
Process	Extended and enhanced a multi-device POS & ERP application design system for a highly complex product, driven by product initiatives.

## Sr. Interaction Designer (on site), collectAI, part of Otto Feb 2016 – Feb 2018

Product	Designed and shipped a white label B2B2C digital self-service for dunning, collections & payment processes, as well as the merchant's claim management portal.
Process	Built design systems for the claim mgmt. app and payment flows.

## Lead/Sr. Interaction Designer (contract, on site), SBB Nov 2015 – Sep 2016

Product	Defined use cases and designed the UX concept, workflows, prototypes for the GIS based iPad & web app to digitise end-to-end the railway's vegetation monitoring, assessment and procurement in the field and in the accounting office.
Process	Based on the SBB CI I've created a flexible UI component library and ensured the implementation quality in iPadOS and in the web.

## Summary

I'm a full-stack Lead Product Designer with over 12 years experience of building digital products and services from zero to one and beyond. I excel at simplifying complexity in agile collaborative, cross-silo, well-connected environments – at eye level with product leadership.

Partnering on digital innovations that tackle environmental and social issues with strategic design thinking.

## Languages

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- 🔗 in/fukai

## Design Director (remote), SDGventure Jan 2022 – present

Driving and leading product design of the impact collective – from discovery over MVP to viable business, zero to one and beyond – marrying profit with purpose.  
Mandates: **WHATEVER.WORKS (JobRad)**, **PlasticPlan (Henkel)**

## Design Director (contract, remote), WHATEVER.WORKS May 2023 – Jun 2024

- Product      Co-lead, designed and shipped 12+ product initiatives end-to-end. Enabled signing dozens of companies offering time-outs. Improved quality and TTM by introducing Shape-Up (**JobRad** B2B SaaS venture).
- People & Process      Fostered alignment with key stakeholders. Hired and mentored a mid-Level Product Designer. Built and shipped a complex responsive app design system. Introduced multi-language tooling with Lokalise.

## Lead/Sr. UX/UI Designer (freelance, remote/hybrid) Jul 2022 – Apr 2023

Babymarkt UX audit · Tagesspiegel Media Relaunch · Mercedes-Benz Design System

## Lead Product Designer (contract, remote), PlasticPlan Feb – Jul 2022

- Product      Designed and shipped a human-centric interface on top of an AI-powered data service that enables companies to transparently manage complex packaging data (**Henkel** B2B SaaS venture).
- People & Process      Hired and coached a Jr. Product Marketing Designer. Built and shipped foundational responsive complex app & product mkt. design systems.

## Partner & Product Designer (on site/remote), Hello Meet Jan 2018 – Mar 2024

- Strategy      Co-shaped and tested C2B business model.
- Product & Process      Hypothesis driven product design and development, JTBD informed user flows and UIs, new features, continuous improvement. Built and shipped a mobile design system (iOS, Android, web).

## Senior Product Designer (hybrid), enfore AG Jul 2018 – May 2020

- Product      Drove, designed and shipped core design initiatives from discovery to delivery, customer centred and multi device; reservations, pick-up & delivery, dashboard widgets, online presence email & business docs.
- Process      Extended and enhanced a multi-device POS & ERP application design system for a highly complex product, driven by product initiatives.

## Sr. Interaction Designer (on site), collectAI, part of Otto Feb 2016 – Feb 2018

- Product      Designed and shipped a white label B2B2C digital self-service for dunning, collections & payment processes, as well as the merchant's claim management portal.
- Process      Built design systems for the claim mgmt. app and payment flows.

## Lead/Sr. Interaction Designer (contract, on site), SBB Nov 2015 – Sep 2016

- Product      Defined use cases and designed the UX concept, workflows, prototypes for the GIS based iPad & web app to digitise end-to-end the railway's vegetation monitoring, assessment and procurement in the field and in the accounting office.
- Process      Based on the SBB CI I've created a flexible UI component library and ensured the implementation quality in iPadOS and in the web.

## Summary

I'm a full-stack Lead Product Designer with over 12 years experience of building digital products and services from zero to one and beyond. I excel at simplifying complexity in agile collaborative, cross-silo, well-connected environments – at eye level with product leadership.

Partnering on digital innovations that tackle environmental and social issues with strategic design thinking.

## Languages

- German: Mother tongue  
English: Full professional proficiency  
French: Intermediate level (CEFR B1)  
Japanese & Zulu: Beginner level

## Education

HAW Hamburg, Department Design Communication design (with an internship at Fork Unstable Media)

## Further work experience

Before 2015

Sr. Interaction Designer (contract) **SAP Fiori App Store (DS)** Jul 2015 – Oct 2015

Sr. UX Designer **Scout24 Schweiz**

Search & filter UX Feb 2015 – Apr 2015

Sr. Interaction Designer (contract) **natcon7** · Renewable power plant management Dec 2013 – Oct 2014

Sr. Interaction Designer (contract) **frog** for Unify: Collaboration enterprise app (mobile/Pad/web). Sep 2013 – Jan 2014

UX Designer & UX Researcher (freelance)  
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Sr. Art Director (contract) at Razorfish for **Telefónica o2** relaunch May – Sep 2011

Freelance Art Director, **Interaction Designer, Concept/IA** 1998 – 2013  
Agencies i.a.: Kabel New Media AG, IconMedialab AG, Nolte & Lauth  
Clients i.a.: **Aquila Capital, Audi, BMW, Netbreeze, Mercedes-Benz, Rossmann**

# Aki Fukai

Lead Product Designer

📍 Hamburg, Berlin, Zurich (hybrid)  
📠 Anywhere from EST to GST (remote)  
⚭ Married, two daughters  
🇨🇭 Swiss

📞 +49 172 431 15 00  
✉️ aki@fukai.ch  
🌐 www.fukai.ch  
🔗 in/fukai

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**People & Process** Fostered alignment with key stakeholders. Hired and mentored a Senior Product Designer. Built and shipped a complex application design system MVP. Introduced multi-language tooling with Lokalise.

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**People & Process** Hired and coached a Mid Level Product Marketing Designer. Built and shipped complex app & product mkt. design system MVPs.

## Partner & Product Designer (on site/remote), **Hello Meet** Jan 2018 – Mar 2024

**Strategy** Co-shaped and tested C2B business model.

**Product & Process** Hypothesis driven product design and development, JTBD informed user flows and UIs, new features, continuous improvement. Built and shipped a mobile design system (iOS, Android, web).

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**Process** Built minimal design systems for the claim mgn app and payment flows.

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## WORK EXPERIENCE

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# Aki Fukai

## Lead Product Designer

📞 +49 172 431 15 00  
✉️ aki@fukai.ch  
🌐 www.fukai.ch  
👤 @fukai

## Summary

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I have a Swiss passport and live with my family in Hamburg, Germany.

## Languages

**German:** Mother tongue  
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