

Hi there! 🙋

Jerry Nofa

PROFILE

Product Manager with 6 years of experience providing satisfactory solutions and designing technology that impacts lives. I have delivered SaaS, B2B, and B2C technology solutions that have especially influenced the Fintech industry.

EXPERIENCE

Product Manager, Crossborder

The GIG Group – (Stellas Technology)

JUNE 2023 – PRESENT

LONDON, UK

- Facilitated entry into new markets, resulting in a 200% increase in the number of countries served and a 150% increase in user acquisition from those regions.
- Increased monthly transaction volume by 215% through the implementation of new payment features and optimisation of existing processes.
- Led cross-functional collaboration, reducing integration time for new payment methods and services by 40%.

Product Manager

The GIG Group – (Stellas Digital Bank)

MAY 2021 – JUNE 2023

LAGOS, NIGERIA

- Led a 12-member team, launching Stellas digital bank with 700,000+ transactions, exceeding £34 million in value in the first year.
- Grew total users to over 50,000 users with an average month-on-month growth rate of 14.7%.
- Innovated anonymous transfer feature that contributed to over 9% of Stellas' total transaction value.
- Built Interstellas payment platform (a SaaS Product), boosting Stellas' revenue by 11% in 6 months through Fintech partnerships.

Product Manager, Growth (Contract)

Flance

SEPTEMBER 2022 – JANUARY 2023

CALIFORNIA, US

Global platform for freelancers, simplifying access to comprehensive benefits.

Hire me! 🚀

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📍 London, United Kingdom

KEY ACHIEVEMENTS

UK Global Talent Endorsement

Recognised for outstanding contributions and expertise in digital technology with an endorsement that reflects a commitment to excellence and a proven ability to make a significant impact on a global scale.

Successfully Launched a Digital Bank

Launched Stellas Digital Bank, achieving £34 million+ in transaction value within its first year.

My first 1 Million Users

Launched 3 loan products and grew users from about 25,000 to over 1 million users between March 2020 and May 2021.

Driving Growth with Debit Card Success

Implemented a successful debit card feature, issuing over 18,000 cards, resulting in a 13.5% improvement in product stickiness and a 40% increase in active customers at Wallets Africa.

SKILLS

Technical Skills

Product Management, Product Roadmap Development, Agile Development, User Research, A/B Testing, Product Analytics, SQL, HTML & CSS, Prototyping, UX Design, Product Design, B2C, B2B, SaaS.

Leadership Skills

Decisiveness, Goal Setting, Interpersonal Communication, Collaboration, Strategic Thinking, Stakeholders Management.

- Led cross-functional collaboration, reducing integration time for new payment methods and services by 25%.
- Launched automated claims and device insurance programs, resulting in a 31% improvement in overall user experience.

Product Manager

The GIG Group - (GIG Mobility)

May 2021 - Nov 2021

LAGOS, NIGERIA

Nigeria's leading technology driven transportation company.

- Boosted fleet maintenance efficiency by over 35% and strengthened internal fraud prevention with a Computerised Maintenance Management System.
- Created self check-in for gigm app reducing bus terminal check-in time by 75%.

Product Manager, Digital Lending

Cicadacap

MARCH 2020 - MAY 2021

SHENZHEN, CHINA

A Chinese company that develops products enabling customers to access loans within minutes in Africa and South America.

- Launched 3 loan products and grew the customer base to over 1 million users.
- Drove significant business growth by disbursing £2.7 million in loans to users.
- Trained 200+ new employees, improving team performance.
- Led partnerships reducing repayment problems by 90%, resulting in a 50% increase in loan repayment.

Product Manager

Wallets Africa

MARCH 2018 - MARCH 2020

LAGOS, NIGERIA

- Introduced debit card request feature in Wallets app, successfully issuing cards to over 18,000 customers.
- Improved product stickiness by 13.5%, monthly active customers by 40%.
- Grew transaction volume by an average of 5.8% month-on-month.
- Drove a significant 42% increase in customer base, resulting in substantial business growth.
- Key contributor in securing PCIDSS license, ensuring top-tier security and compliance for customer data.

TOOLS

Jira, Confluence, Trello, Figma, Mixpanel, Miro, Metabase, Webflow, Hotjar.

PROFESSIONAL DEVELOPMENT

Product Analytics

Product School

Remote, In progress

Product-Led Growth Micro-Certification

Product School

Remote, 2023

Product Analytics Micro-Certification

Product School

Remote, 2023

Product Masterclass:

How to Build Digital Products

Product School

Remote, 2020

EDUCATION

BSc - Agriculture

Federal University of Agriculture, Abeokuta

February 2017

Nigeria

INTERESTS

Volunteering

Project Manager

The Relief Foundation

December 2019 - Present Lagos, Nigeria

Non-profit focused on helping families in extreme poverty.