

Dami Olatoye

Senior Product Manager

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👤 Profile

Senior Product Manager with 5+ years' experience building and scaling B2B and B2C payment products across emerging markets. Combines deep technical understanding of payment infrastructure, blockchain and API architecture with a strong business acumen for compliance and partner strategy. Skilled at managing cross-functional teams and external stakeholders to deliver scalable, secure, and inclusive payment experiences.

💡 Skills

Payments Infrastructure

API & Platform Management

Stablecoin Systems

Regulatory Compliance (KYC/AML/PCI)

Data Analytics

B2B Partnerships

Stakeholder Management

Cross-Border Payment

🔧 Toolkit

Languages/Concepts

Python, SQL, REST

Tools

Postman, Swagger, Jira, Confluence, GitHub, Jupyter Lab, MySQL, Metabase, Mixpanel

Payments Knowledge

SWIFT, SEPA, ACH, NIP, Mobile Money, PCI-DSS, FX, Stablecoins, Reconciliation, Clearing & Settlement

💼 Professional Experience

Senior Product Manager

Ruby Payment Systems LTD

07/2025

Remote

- Defined roadmap and go-to-market plan for a cross-border remittance product connecting African and global corridors via SWIFT, SEPA, Mobile Money and blockchain rails.
- Partnered with compliance and risk teams to integrate KYC/AML verification, ensuring regulatory adherence in Nigeria, Canada, and the UK.
- Delivered unified payments API consolidating bank transfer, stablecoins and mobile money rails.
- Developed roadmap for developer portal and sandbox environment to improve time-to-integration for partners by 50%.

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| Product Owner/Lead | 05/2024 - 06/2025 |
| <i>Airvend Payment Service Limited</i> | Lagos, Nigeria |
| - Owned API product used by 100+ enterprise clients, driving 30% increase in annual payment volume. | |
| - Led the launch of a new payment switch integrating with Mastercard network APIs, improving transaction routing efficiency by 35% and driving 15% revenue growth through faster, more reliable settlements. | |
| - Managed full product lifecycle for a mobile payment app supporting wallet top-ups, bill payments, and P2P transfers, resulting in a 30% increase in active user base within 6 months. | |
| - Built an analytics dashboard providing merchants with real-time revenue insights, settlement tracking, and dispute management, enhancing retention by 25%. | |
| Product Manager | 03/2023 - 09/2024 |
| <i>Furex Technologies Limited</i> | Lagos, Nigeria |
| - Led the full product lifecycle of the cryptocurrency app, driving architecture design, wallet integrations, and API development to enable seamless on-chain and off-chain transactions. | |
| - Created payment analytics dashboard for sales and operations to identify high-performing users, contributing to 10% revenue lift in user retention. | |
| - Built strong partnerships with PSPs and liquidity providers to expand coverage and transaction capacity. | |
| - Conducted deep market and regulatory analysis to identify and prioritize new payment features. | |
| Product Manager | 01/2020 - 03/2023 |
| <i>Patricia Technologies LTD</i> | Lagos, Nigeria |
| - Owned roadmap for cross-border payments platform, balancing scalability, compliance, and merchant experience. | |
| - Drove API-first architecture adoption with well-documented SDKs and sandbox environments, cutting partner integration time from 3 weeks to 5 days. | |
| - Partnered with compliance and legal teams to ensure KYC/AML alignment across multiple jurisdictions while maintaining user experience simplicity. | |
| - Supported go-to-market campaigns and merchant integrations, managed relationships with PSP partners, vendors and cross-functional teams. | |

⌚ Education

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| University of Lagos | 2022 |
| <i>Master of Business Administration (MBA)</i> | Lagos, Nigeria |
| Obafemi Awolowo University | 2016 |
| <i>B.Sc Food Science</i> | Ile-Ife, Nigeria |