

# Dami Olatoye

## Senior Product Manager

✉ olajumokeyd@gmail.com ☎ +234-703-330-3217 📍 Lagos, Nigeria

### 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%.

### Product Owner/Lead

05/2024 - 06/2025

*Airvend Payment Service Limited*

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

*Furex Technologies Limited*

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

*Patricia Technologies LTD*

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

### University of Lagos

2022

*Master of Business Administration (MBA)*

Lagos, Nigeria

### Obafemi Awolowo University

2016

*B.Sc Food Science*

Ile-Ife, Nigeria