

MUHAMMAD SHAHIR SHAMIM

Product Manager | Data & Strategy Specialist

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PROFESSIONAL SUMMARY

Data-driven Product Manager with an MSc in Economics and strong technical background in SQL, Python, and ML. Proven track record of leading cross-functional teams to launch AI-driven products and scale B2B platforms. Expert at translating complex data into actionable strategies, evidenced by driving a 30% reduction in operational turnaround and spearheading product expansions across 3 regions.

CORE COMPETENCIES

Product: Agile/Scrum, Lifecycle Management, Roadmapping, A/B Testing, User Research, GTM Strategy, PRD Writing.

Tools: Jira, Confluence, Notion, Miro, Trello, Figma, Microsoft Fabric, PowerBI (DAX), Git/GitHub, GCP, AWS.

Tech: SQL, Python (Pandas, NumPy, Scikit-learn), Azure, BigQuery, GCP, B2B SaaS, Fintech, HealthTech.

Domain: B2B SaaS, Fintech, HealthTech, Agentic AI.

PROFESSIONAL EXPERIENCE

Fleek Technologies (YC W22)

London, UK

Product Analyst (Contract)

Jun 2025 – Present

Series A B2B marketplace connecting vintage wholesalers with retailers globally. [Raised \\$20.4 million led by HV Capital and Andreessen Horowitz.](#)

- **Feature Integration:** Led integration of **MoEngage** and **BigQuery** for ML-driven user segmentation and targeted campaigns.
- **Optimization:** Automated P&L reporting using SQL and **Google Apps Script**, reducing monthly closing time by **40%**.
- **Simulation:** Built Python simulation models to optimize transaction fees and FX conversion strategies, influencing pricing features.
- **Recommendations Platform:** Implemented product recommendations, driving a **30% increase in Average Order Value**.

Mental Health and Wellbeing Services

Shrewsbury, UK

Business Analyst (Product Owner - Internal Tools)

Aug 2024 – Present

Regional healthcare provider delivering specialized psychiatric support.

- **AI Product Launch:** Launched an in-house AI platform (LLMs) to automate triage, achieving a **30% reduction in turnaround time**.
- **Data Infrastructure:** Architected product data layer using **Microsoft Fabric (Azure)** to track user behavior and operational KPIs.
- **Gamification:** Shipped a gamified performance tracking product, driving improved documentation hygiene via behavioral incentives.
- **Compliance:** Owned NHS MHSDS reporting requirements; built custom Python pipelines ensuring GDPR compliance.

Beam AI

Berlin, Germany (Remote)

Feb 2023 – May 2023

Product Manager

Generative AI startup building workflow automation assistants.

- **Product Roadmap:** Created and executed roadmap for Agentic AI automation platform using a **customer centered approach**.
- **Strategy & Leadership:** Defined product vision via market research; led **8 engineers** through Agile sprints (Jira) to build AI assistant.
- **UX/UI Design:** Created high-fidelity wireframes/mockups in **Figma** to validate feature stories and guide engineering.

Bazaar Technologies

Karachi, Pakistan

Aug 2021 – Feb 2023

Product Manager

Premier B2B e-commerce and fintech marketplace serving 5M+ retailers (Series B). [Raised \\$100 million from Tiger Global and Dragoneer.](#)

- **Product Roadmap and Leadership:** Created and executed roadmap for end-to-end distribution service, managing a team of **8 developers**.
- **Product Launch:** Spearheaded "Bazaar Prime" launch. Onboarded **7 partners across 8 cities**, increasing productivity by **60%**.
- **Feature Implementation:** Shipped geofencing (Google Maps API), resulting in an **84% reduction in fake orders**.
- **Algorithm Optimization:** Used Python (Scikit-learn) for route cluster analysis, automating logic to drive **2x increase** in shop visits.
- **Recommendation Engine:** Implemented product recommendations, driving a **17% increase in Average Order Value**.
- **Margin Tracking:** Built automated margin tracking system ensuring 100% accuracy and real-time visibility.
- **Visibility:** Built MVP for last-mile tracking using Python/PostgreSQL to identify cost drivers. Supported roll-out in 3 major cities.
- **Efficiency:** Implemented issue resolution system reducing ticket resolution time from **2.5 hours to 15 minutes**.

Singapore Accountants

Singapore (Remote)

Mar 2023 – Aug 2023

Strategy Consultant

- **Optimization:** Managed OODOO ERP rollout across 5 companies; re-engineered hiring pipelines reducing procurement time by **55%**.

EDUCATION & RESEARCH

University of Warwick

Coventry, UK

2023 – Present

MSc Economics (Honors: [Shiv Nath Prize, Warwick Award](#))

Research: Developing open-source Python package for Geographical Regression Discontinuity Design studies.

Lahore University of Management Sciences (LUMS)

Lahore, Pakistan

2018 – 2022

BSc (Honors) Economics | CGPA: 3.57

UNICEF (Data Quality Supervisor)

Jun 2023 – Sep 2023

- Automated data vetting scripts reducing approval time by **90%** (10 mins to 1 min) for 5000+ households.