Aran Ansari
Product Manager

Contact Info
amgansari@gmail.com
aranansari.com
linkedin.com/in/aranansari
+781-888-4057

EXPERIENCE

Mainvest

Seed-stage Marketplace Startup enabling Small Businesses to raise capital from their community, and allowing retail investors to earn above-market returns through mission-driven investing.

Product Manager   January 2021 - February 2023

- Managed the lean product development cycle for the entire company, balancing priorities in a two-sided marketplace, rebuilding **>90%** of user-facing screens, and scaling the core product from **2k to 75k users.**
- Led strategic cross-functional initiatives to increase LTV, implementing on-platform "wallets" and a reinvestment feature, supercharging **average revenue from repeat users by 3X.**
- Tracked new product features alongside a fast-paced tech team, helping scale the company from **$800k to $26m in total investments** processed.
- Managed the relationship with our third-party banking partner in order to audit, correct, and regulate over **200,000 transactions and $3m in payments**.

Growth Strategy Associate   July 2019 - January 2021

- Streamlined the application process by developing automated document generation, **reducing time-to-launch by 35%.**
- Organized **300+** businesses to repay over **20,000** investors quarterly through **SQL & Excel data management** and email/text automation.

VOLUNTEERING

Cambridge Local First

Local and longstanding non-profit network of 500+ locally-owned, independent businesses.

Advisory Board, Finance   July 2022 - Present

- Advise the organization on financial matters and fundraising opportunities.
- Supported SMB clients with access to capital, real estate negotiations, and financial planning.

PROJECTS

anywhere   February 2023 - Present

A working directory website allowing remote workers to find the best places to work from - outside of their home. Built with **Javascript**, **HTML**, **CSS**, and employs **Airtable** and **Google Maps API** integrations.

Mixtape   February 2023 - Present

A Slack App that allows teams to collaborate on weekly Spotify Playlists, with AI-generated playlist themes and descriptions. Built on **Javascript**, and employs **Open.AI, Serverless, AWS, Airtable, Spotify,** and **Slack** integrations.

EDUCATION

Isenberg School of Business, UMass Amherst

Bachelor of Business Administration, Finance - *Minors in Information Technology & Economics*