

# Aran Ansari

## PRODUCT & OPERATIONS MANAGER

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### Summary

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Creative and data-driven product and operations leader with 5+ years of experience scaling early-stage fintech startups. Passionate about building systems that enhance efficiency and enable teams to work smarter. Excited by fintech, proptech, and marketplace solutions that drive social impact.

### Experience

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#### Operations Manager Morty, Inc.

**2024 - 2025**

- Owned the monthly and quarterly compliance reporting, building SQL and Excel reports, auditing over 1,500 individual loan files across purchase, refinance, and HELOC products.
- Automated the onboarding process for new loan originators, streamlining the 20-step manual process down to 4, and cutting the TTO by 1/3.
- Led the formation of Morty's outbound sales engine, developing automated prospect sources, workflows, and tasks enabling the sales team to achieve success without ever leaving Hubspot.
- Built robust analytics dashboards, informing key decisions on resources and team assignments, highlighting inefficiencies, and leading to an 81% reduction in time-to-close.

#### Product Manager Mainvest, Inc.

**2019 - 2024**

- Facilitated the product development cycle for the entire company, balancing priorities in a two-sided marketplace, scaling the core product from 2k to 75k users.
- Managed the relationship with our third-party banking partner & API in order to audit, correct, and regulate over 200,000 transactions and \$3m in payments.
- Led strategic cross-functional initiatives to increase LTV, implementing on-platform "wallets" and a reinvestment feature, supercharging average revenue from repeat users by 3X.

### Education

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**University of Massachusetts, Amherst - Isenberg School of Management**

Major: Finance | Minor: IT & Economics

### Projects

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**Reclaim | [use-reclaim.com](http://use-reclaim.com)**

Reclaimed wood and construction material marketplace

**EDGAR Insights | [edgarinsights.com](http://edgarinsights.com)**

SaaS product for querying and analyzing SEC Filing Data

**SoundMap | [mysoundmap.com](http://mysoundmap.com)**

Spotify API tool that creates an interactive web of their favorite artists