

Contact

www.linkedin.com/in/zabidi
(LinkedIn)

Top Skills

Cross-functional Team Leadership
Scrum
E-Commerce

Languages

English (Native or Bilingual)
Spanish (Professional Working)

Certifications

Product Management with Lean,
Agile and System Design Thinking
OSHA 10

Zain A.

product at walmart | eComm subscriptions and growth
New York City Metropolitan Area

Summary

Results-driven Technical Product Leader with a focus on Product Growth, GTM strategy, and AI integration. I specialize in using data to enhance customer experiences and streamline operations. I've led global real estate operations and tech initiatives, consistently delivering impact.

Currently driving innovation for Walmart Subscriptions, where I'm committed to improving logistics and delivery for millions. My experience spans VC-backed startups, real estate private equity, and construction tech, giving me a broad perspective and a proven ability to navigate complex challenges. Always pushing boundaries and guided by a relentless curiosity.

Experience

Walmart
Product, Subscriptions
2024 - Present (less than a year)

- Drove revenue growth of Walmart's Subscriptions by leading the development and expansion, leveraging AI and predictive analytics for smarter customer insights.
- Led AI-driven customer acquisition strategies, increasing engagement and conversions with targeted value propositions.
- Optimized product performance and customer retention through data analytics and machine learning, significantly boosting lifetime value.
- Directed cross-functional teams in seamless product launches, automating processes with AI to enhance efficiency and reduce operational barriers.
- Defined a forward-thinking AI-powered product vision, continuously evolving the subscription model to meet customer needs and drive market differentiation.

Amazon
PM
2022 - 2024 (2 years)

New York City Metropolitan Area

As Lead Product Manager at Amazon's Same-Day Delivery Team, I:

- Achieved a 20% reduction in delivery times through global same-day delivery initiatives.
- Exceeded operational KPIs by 15% and cut delivery costs by 10% by integrating Generative AI and real estate optimization.
- Increased user engagement by 25% and conversion rates by 30% by transforming search CX and personalization strategies.
- Boosted customer adoption and retention rates by 15% through innovative feature launches and targeted marketing campaigns.
- Improved customer satisfaction scores by 20% by leveraging data-driven solutions to reduce churn.

Groma

PM

2020 - 2022 (2 years)

Greater Boston

6th employee for Venture Capital backed Real Estate Tech Startup.

As Lead Product Manager at a real estate tech startup, I ignited a new business vertical, boosting our portfolio to over \$150M.

- Launched an AI-powered construction site monitoring prototype, forging strategic partnerships and working hands-on with engineering and UX to craft the PRD and pinpoint key features.
- Built and scaled a data platform on AWS, integrating data from 500+ construction projects monthly. Delivered game-changing insights through Tableau dashboards and SQL queries in tandem with engineering and analytics teams.
- Led 15 agile projects, utilizing design sprints and weekly planning to ensure rapid execution and foster a high-performance team culture.

Capitol Development Group

Manager

2016 - 2020 (4 years)

Greater New York City Area

- Proactively source novel real estate investment opportunities, employing a mix of acquisitions and value-add development approaches to optimize returns for esteemed firm clients.
- Spearhead the supervision of revitalization and capital endeavors, adeptly managing budgets while honing and executing strategies.
- Cultivate and nurture fresh relationships and intricate client engagements, with a particular focus on the vibrant landscape of the NYC boroughs.
- Meticulously manage client expectations pertaining to services, encompassing work products, timelines, and deliverables.
- Exhibit a comprehensive grasp of intricate real estate concepts, consistently overseeing ongoing project and process progress, scrutinizing contract compliance, and conducting comprehensive project risk assessments.
- Collaborate closely with senior clients to assess their existing solutions, pinpoint growth avenues, and recommend precise target strategies.
- Skillfully assemble and tailor discounted cash flow projection models to analyze investments, using Excel as a strategic tool.
- Execute comprehensive due diligence for new investments, encompassing in-depth review of third-party environmental and engineering reports, title matters, surveys, historical financial statements, leases, and market analyses.
- Facilitate the seamless transition of acquisitions to asset management, ensuring continuity and operational effectiveness.

AvalonBay Communities

Project Management Intern

May 2016 - August 2016 (4 months)

Greater New York City Area

- Playing an integral part in driving forward upscale multi-family residential initiatives, prominently including Avalon Great Neck (\$200M) and Avalon Rockville Centre II (\$150M).
- Conducting in-depth data acquisition and analysis, diligently scrutinizing and assessing the viability of alternative design strategies, site dynamics, and strict alignment with regulatory mandates issued by pertinent agencies.
- Assisting in intricate financial modeling, critically evaluating investment opportunities, and actively participating in meticulous due diligence processes to underpin well-informed investment verdicts.
- Engaging in comprehensive market research and trend analysis to pinpoint potential growth sectors and guide the formulation of strategic investment approaches.

- Aiding in crafting investment presentations, generating incisive market reports, and preparing internal communiqués to ensure effective dissemination of insights across stakeholders.
- Participating in high-level interactions with industry experts, contributing substantively to discussions on evolving market dynamics, innovative investment methodologies, and nuanced risk appraisal.
- Collaborating closely with senior team members to execute astute asset management strategies, gaining firsthand experience in lease negotiations, and skillfully analyzing key property performance metrics.
- Nurturing proficiency in cutting-edge real estate investment software and tools, fostering an enhanced grasp of analytical proficiencies and intricate financial modeling techniques.
- Conducted comprehensive data acquisition and analysis, diligently researching the practicality of alternative design strategies, site conditions, and adherence to regulatory guidelines set by agencies.

Langan Engineering & Environmental Services

Engineering Intern/Co-Op

September 2015 - February 2016 (6 months)

Greater New York City Area

- Led tech-empowered coordination of project deliverables, fostering seamless collaboration among design teams and real-time updates for inspections, schedules, databases, and contractor submissions.
- Leveraged technology for insightful site evaluations, assessing viability for clients and enriching decision-making.
- Adeptly utilized technology for permit navigation, securing approvals from entities like NYC DOB, NYC Transit Authority, and more.
- Pioneered geotechnical instrumentation implementation, overseeing analyses, design, and inspections for diverse foundation systems and retaining structures.
- Employed advanced tech in field tasks: soil testing, logging, subsurface profiling, and site-wide assessments.

Gilbane Building Company

Project Management Intern

May 2015 - September 2015 (5 months)

- Spent a summer with a dedicated team to contribute to the development of 55 Hudson Yards, a pivotal component of New York City's largest private real estate project.
- Played a crucial role in assisting with technical project management across all project phases, encompassing scheduling, design, estimation, engineering specifications, drawings, materials procurement, construction contracts, precise cost tracking, and project cost management.

Education

The City College of New York
Civil Engineering/Applied Mathematics
