

# Valentine Tom

## Associate Product Manager

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### EXPERIENCE

#### Automagic

Associate Product Manager

Remote, Nigeria

May, 2023 — Present

- Conducted market research to identify user needs and preferences thereby prioritizing features for the MVP for two products; asset management tool and tennis app.
- Developed product roadmaps and feature prioritization based on customer feedback and business goals which led to the successful launch of two MVPs ([Tennis Love](#) & [Asset](#)) and a website ([www.atmgc.xyz](https://www.atmgc.xyz)) in 90 days.
- Collaborated with designers, developers, and QA to ensure timely delivery of high-quality products.
- Created well detailed user stories and acceptance criteria for product features which helped the development team in understanding the features.
- Conducted user testing and gathering feedback to inform product improvements.
- Analyzed product performance metrics and making data-driven decisions for future iterations.

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#### Nexascale

Product Manager

Remote, Nigeria

April, 2023 — Present

- Evaluated strategies based on product objectives, market research, and other user-related factors.
- Leading the development of a new B2C product; a travel app.
- Identified gaps through competitive analysis across the areas of design and engineering that have boosted the projected launch date.
- Proposed solutions to resolve potential customer pain points and completed tasks timely.
- Collaborated with team members in the development of product strategies, marketing campaigns, and roadmaps.
- Initiated user interviews with potential consumers using surveys, observation, and interactions which resulted in the implementation of innovative features to better serve users' needs.

## **Kommerce**

Associate Product Manager

Remote, Nigeria

March. 2023 — Present

- Conducted a comprehensive evaluation of product objectives, market research, and user-related factors to formulate effective strategies.
  - Negotiated with key stakeholders and potential investors to secure support for the upcoming venture.
  - Assumed leadership of the development of a new B2B and B2C product, a cutting-edge livestream marketplace that facilitates seamless exchange of goods between buyers and sellers.
  - Conducted a meticulous competitive analysis in design and engineering to identify gaps and opportunities that have expedited the projected launch date.
  - Devised ingenious solutions to address potential customer pain points and meticulously executed tasks within the desired timeline.
  - Collaborated closely with team members in the formulation of product strategies, marketing campaigns, and roadmaps that align with the company's vision.
  - Conducted extensive user interviews with potential consumers using surveys, observation, and interactions to gain insights that have informed the integration of innovative features that cater to users' needs.
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## **Metarri**

Product Manager

Remote, Nigeria

Feb. 2022 — Sept 2022

- Analyzed product objectives, market research, and user-related factors to assess strategies.
- Spearheaded the creation of a new product for both B2B and B2C markets, which provides seamless access to the metaverse for users and web3 developers.
- Presented solutions to address customer pain points and completed tasks promptly.
- Worked closely with team members to develop product strategies, marketing campaigns, and roadmaps.
- Conducted user interviews with potential consumers through surveys, observation, and interactions, leading to the integration of innovative features that better meet users' needs.

## **Chrism Oil Nig. LTD**

Operations Manager/ Analyst

Uyo, Nigeria

Jan. 2020 — Present

- Negotiate with potential clients, partners, and stakeholders to discuss company needs and goals.
- Monitor and track work progress and utilize results to make quality staff adjustments.
- Document findings, prepare reports, and develop new processes to enhance operations.
- Initiated monthly operations analysis to measure performance and reduce possible mistakes.
- Ensure management and employees understand all business objectives and track every work progress.
- Accomplished company goals by leading from a single branch office to three functional branches and an increased profit margin by over 40% with a higher retention rate.
- Oversee the recruitment, training, and coordination of all employee's responsibilities.
- Maintain a healthy work environment by establishing and enforcing standards according to operational needs and legal compliance.
- Forecast requirements, prepare the annual budget, schedule expenditure, and analyze variance.
- Manage all branch operations to implement changes and review the approval of all responsibilities.

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## **Keystone Bank LTD**

Account Relationship Manager

Uyo, Nigeria

Jan. 2019 — June. 2020

- Discussed financial options with clients, and kept them informed about transactions
- Determined customers' financial service needs and prepared proposals accordingly.
- Contacted perspective to present information and explain available services
- Offering advice or sales on particular services.
- Managed customer relationships through regular calls and strategic check-ups and inventories.
- Marketing and bringing new customers to the bank.
- Proper documentation of account records.
- Actively involved in negotiations and using technologies and other proposals to sustain customer alliances.
- Advised customers on services that are best suited to them.
- Negotiated prices and contracts for commodity sales and purchases & kept accurate reports and records of transactions

## EDUCATION

### B.A. History

Pontifical Urban University, Rome

2015

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## SKILLS

- Quality management & Coordination
  - Strategic planning & Thinking
  - Communication and Writing skills
  - Market research & Analysis
  - User Feedback collection
  - Time Management
  - Product strategy & Development
  - Problem solving & implementation
  - Teamwork & Collaboration
  - Product lifecycle management
  - UX Experience & A/B testing
  - Computer Literacy
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## CERTIFICATIONS

- Agile Development Practices (LinkedIn Issued ) – January 2022.
- Product Management Fundamentals ( Udemy Issued) – 2022.
- Product Management (SideHustle Issued) - May 2022.
- Product Management (Entry Level Certified) - October 2022.
- Product Management (Alt School) - 2022.