ZAMZAM ALI

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Product Leader

Consistent top performer with 5+ years of transforming multiple companies across different industries. Expert in learning everything about high-impact products, its business model, and the key levers to driving exponential growth. Regularly collaborating with leadership and investors to solve complex problems, challenging the status quo through extremely ambitious initiatives in invested work I feel deeply responsible for.

CERTIFICATIONS

✶ **HARVARD UNIVERSITY** Introduction to Computer Science **2022**
✶ **UDEMY** Complete Full-Stack Web Development Bootcamp **2021**

SKILLS

Product Management | Product Strategy | Leadership | Software Engineering | Cross-functional Team Leadership | SQL | Analytical Skills | Data Science | Machine Learning Modelling | Finance | Credit Risk

WORK EXPERIENCE

Bilays International Exporters DUBAI, UAE   Apr 2024 – Present

Chief Technology Officer
- Leading a fintech trade platform development to connect banks, insurers, exporters, airlines, and suppliers, to reduce financial fraud by 50% via testing, validating and building features for ongoing success.
- Collaborating with cross-functional teams including insurers and banks, defining a clear scope, success criteria, and trade-offs, to launch product MVPs to users, garnering feedback and iterating results.

Back Market PARIS, FRANCE   Jan – Apr 2024

Lead Consultant and Product Manager
- Launched 6 product features impacting 12 million users, leading end-to-end discovery.
- Delivered a peer-to-peer marketplace MVP from ideation to iteration and feedback, enhancing engagement.
- Increased user satisfaction by 45% through a customer support chat feature, aligning with stakeholders and conveying product trade-offs clearly, rethinking financial experiences through a user experience (UX) lens.
- Enhanced users' financial lives by working hands-on in a fast-moving, ambiguous environment.

Lanesa Pharma REMOTE   08/2023

Head of Product *CONTRACT*
- Built e-commerce MVP in under a month, boosting digital conversion by 20% and driving iterative products.
- Rolling out successful ideas to users, or using the insights to sharpen the next cycle of ideation and testing.

Ayres Originals REMOTE   09/2022

Product Manager *CONTRACT*
- Analyzed user feedback and data to improve products and iterate post-launch, increasing DAU by 15%.
- Collaborated with engineers and design, aligning product direction, strategic goals, and measurable outcomes.

Ziyad Tech LTD LONDON, ENGLAND   05/2022 - 01/2024

Technical Product Manager
- Delivered 15+ features across fintech, pharma, travel, and ecommerce, accelerating sales pipeline by 30%.
- Owned end-to-end discovery, ideation, and validation of new products, designing A/B tests to validate key financial assumptions for revenue addition at scale, ensuring scalability through strong prioritization skills.

Software Engineer   09/2021 - 05/2022

- Built backend tools in financial risk scoring with finance, operations, and marketing to scale successfully.

Mountain Slopes International REMOTE   04/2021 - 08/2021

Senior Web Developer
- Aligned product direction with strategic goals, using A/B testing for measurable outcomes.

Web Developer   08/2020 - 04/2021
- Improved interface capability with engineers, designers and analysts for product strategy and decision making.

EDUCATION

LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE (UOL DEGREE)   **2020-Present**
Bachelor of Arts in International Relations

MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT)   **Expected 2026**
MicroMasters in Statistics and Data Science (Machine Learning)

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