ZAMZAM ALI

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Product Leader

Product Manager with 5+ years of rethinking how users engage with their money and improving financial well-being through transformative products. Skilled at cutting low-value initiatives to deliver high-impact features across payments, transactions, and user financial journeys. Regularly collaborating with ML/data teams, leadership, and investors to solve complex problems, while challenging the status quo through ambitious initiatives 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
- Led development of a fintech payments and trade platform to connect banks, insurers, exporters, airlines, and suppliers, reducing transaction-related fraud by 50% through data-driven testing, validation, and iteration with ML and risk models.
- 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 - Product Management
- 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 financial-support chat feature, collaborating with data scientists and designers to translate complex processes into intuitive financial experiences.
- Enhanced users' financial lives by working hands-on in a fast-moving, ambiguous environment.

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 and validation of fintech products, collaborating with ML engineers and analysts to design A/B tests validating key financial assumptions, while prioritising features that drove scalable revenue impact.

Software Engineer — 09/2021 - 05/2022
- Built backend tools in financial risk scoring with finance, operations, and marketing to scale successfully.

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 Owner *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.

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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