

ERIC Y WANG

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SUMMARY

- Launched N26 US; designed, coded, and iterated on critical, tech-enabled operations systems
- Experienced in ideating and executing cross-functional product launches in large and small teams
- Leverages data to (1) inform product strategy and monitor business health and (2) iterate and scale products

PROFESSIONAL EXPERIENCE

N26 (US mobile banking entrant) – Product Manager & Product Strategy Lead

Apr 2019 - Present

- *Created and refined regulatory reporting systems for N26's partner bank integration*
 - Launched 2 mission-critical bank reporting MVPs by working with Engineering to surface data from N26's payments processing and customer service stack. Wrote automation in Python and SQL to resolve analytical complexity
 - Monitored MVP dispute reporting system and identified key metrics and breaking points. Drove changes to the tracking tool and pipeline, reducing error rate from ~18% to ~1%, nearly eliminating third-party errors
- *Owned new product launches that enhanced the user experience and optimized funnel conversion end-to-end*
 - Launched Apple Pay feature for the US market (5% of total volume) by negotiating contract, scoping technical / business requirements, and managing marketing and partnership programs
 - Identified, measured, and launched 2 product feature optimizations that raised funnel conversion rate KPI by 13%, by: (1) running test cohorts for different configurations and (2) back-testing trends in funnel data

BlackRock - Corporate Strategy & Development Analyst / Associate

2015 / Aug 2016 - Apr 2019

- *Defined BlackRock's sustainable investment strategy and helped launch BlackRock's Sustainable Investing group*
 - Clarified sustainable investing value proposition by understanding end-investor needs through 50+ client interviews and detailed market analysis. Formed a sustainable investing executive committee to align new group leadership
 - Scoped and established sustainable investing criteria across 8 public and private investment styles by managing a 30-investor working group, leading to the institutionalization of sustainable investing checklists across the firm
- *Evaluated, negotiated, and integrated a \$60B AUM ETF strategic alliance with Royal Bank of Canada (RBC)*
 - Built financial model to understand the market position, merit, and financial benefits of the strategic alliance. Negotiated economics and drafted legal agreement for splitting \$20M in expected incremental fees
 - Developed a process for aggregating and sharing complex price, volume, and financial data for ~130 ETFs with RBC's Analytics / Finance teams, enabling the partnership's revenue-sharing model

Braze (B2B customer engagement platform) - Marketing Data Analyst

Nov 2015 - May 2016

- Analyzed in-app user purchasing data and delivered client insights into optimizing ROI of inbound marketing campaigns

EDUCATION & OTHER LEADERSHIP EXPERIENCE

New York University, Leonard N. Stern School of Business

2012 - 2016

Cum Laude / B.S. in Business / Majors: Finance, Statistics / Minor: Computer Science / GPA: 3.7/4.0

- Awards: Dean's List | Founder's Day Scholar | John A. Paulson Scholarship | Choi Scholarship
- Resident Assistant at Shanghai New York University, Alumni & Professional Committee Chair of Alpha Kappa Psi

SKILLS & INTERESTS

Languages: Advanced Mandarin Chinese, Proficient Spanish

Technical Skills: Data analysis, Python, SQL, VBA, Google Scripts, Financial Modeling / Valuation

Interests: Distillation, Climbing, Jazz & Ambient Music, Custom PCs