

Newton Odagwe

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📍 Lagos, Nigeria

PROFILE

I am a Product Manager with over 5 years of experience championing a shared vision across multiple stakeholders under Product Management, Operations, sales, marketing, and partnership roles. Skilled at translating user needs into roadmaps and shipping delightful products. Superior presentation skills in complex data analysis in an easy-to-understand format. Thrive in a fast-paced, result-driven, agile environment, and startup experience with an interest in fintech, software, and blockchain-related products

EXPERIENCE

Product Manager-lead

📅 May 2022 - Present

Prunedge Development Technology Limited

- Lead the development and delivery of different micro services of a retail core banking platform including currency, chart of account, Ledgers, Journal posting and trial balance, SOD configuration, and User and role management.
- Lead the design and development of Stanbic EZ cash Loan platform for MVP1 and MVP2.
- Managed the development and delivery of staff smart card registration platform for Oyo state and assisted in the delivery of a mobile data capture application for Oyo state citizens.
- Leading scrum rituals, collaborating with the engineering and technology team in building processes and resolving blockers.
- Defining and documenting project/product scope, goals and deliverables that support business goals in collaboration with senior management and other stakeholders.
- Overseeing acquisition of resources and materials as needed before and during projects and products by speaking with the client, Engineering Lead, and Finance department and negotiating price and payment agreements with vendors
- Managing junior Product managers and client satisfaction within the project and product transition, and demo period.

Product Manager-lead

📅 May 2020 - Dec 2021

Ibic Holdings

- Responsible for evaluating promotional plans to ensure that they are consistent with product line strategy and that the message is effectively conveyed. Gaining a deep understanding of customer experience, identifying and filling product gaps and generating new ideas that grow market share, improve customer experience and drive growth. I am also responsible for tracking the progress of the product team and the health of the product.
- Created buy-in for the product vision internally and with key external partners.
- Roadmap creation, connecting vision and technology to the engineering teams for proper product stickiness in line with user pain points.
- Managed third-party agents in Europe and Asia for a correct and up-to-date system update.
- Collaborating with the media team for proper product message and product launch planning.
- Created a non-digital product for Coinnest with minimal resources.
- Managed the product team to achieve the organisational goal.
- Assist in resolving complex blockchain issues with the customer's service team.


Product Operations Manager

📅 Jun 2017 - May 2019

Patricia Technology Limited

- Collaborate with the marketing, sales and operations teams to help create cost-effective business processes that will retain and attract new clients.
- Provided Product requirement documentation (PRD) and Market requirement documentation (MRD) for the team, Managing product backlogs and Scrum rituals.
- Assist in third (3rd) party integration, API generation and project campaigns (online and offline) that will create traffic for the company and attract more clients as well as maintain a continuous line of communication with the line manager.
- Monitoring the progress of new products and the product management team.
- Follow up on competitors' products and create product competitiveness based on user behaviour for better customer experience which leads to over 200% increase in sales.
- Onboarding team members, developing shift systems and assigning duties to staff on different shift systems and following up daily appraising of staff (KPIs).
- Participate in scrum meetings and assist the customer experience team to understand the customers better.

Product Marketer


 Aug 2015 - Apr 2017

Saro Agrosociences Nigeria Limited

- Supervisory (NYSC Inclusive) -----
- Launching and marketing new products for the company, forecasting sales, and developing various sales strategies such as door-to-door, presentations, referrals etc.
- Bringing a new product to market by analyzing proposed product requirements and product development programs; preparing return in investment analyses; establishing a time schedule with my manager
- Travelling the distance, maintaining and expanding of client database, assisting in marketing campaign and representing the brand during market storms, customer and prospects interactions
- Worked with Market Development for Niger Delta (MADE), a DFID-funded project aimed at promoting Livelihood in Nigeria through the agricultural value chain and good agronomic practice.
- Gave a collaborative report from the data collected, monitor the company's brand competitors
- Assisted in budget management, and undertook projects on regular basis including event planning
- Executed two offline campaign programs with SARO and MADE team.

EDUCATION


Master of Business Administration, Business Administration and Management

 2023

The University of Nigeria Nsukka

- Master of Business Administration from The University of Nigeria Nsukka (In view)

Bachelor of Science, Plant Science, Biotechnology

 2015

University Of Nigeria

- Bachelor of Science from University Of Nigeria

LANGUAGES

English

Fluent

OTHER SKILLS & CERTIFICATIONS

Basic HTML, and CSS framework skills..... Presentation Skills – Storytelling
Data Analytics for Managers.....Creative Problem Solving
Six Sigma & Lean Process.....Good negotiation skills
Certified Associate in Scrum FundamentalsManaging Risk through the Product Cycle
Blockchain for ManagersTarget driven & Result Oriented
Plan & Execute Product Roadmaps.....Excellent Communication skills