

## Product Manager

### PROFILE



I have more than 10 years of experience in digital product management, using Agile/Scrum, Lean and Design thinking methodologies, mainly for companies in the Fintech industry.

In my last assignment I managed products for Powens, the leading Open Banking platform in France. Before that I managed digital product and APIs in the home improvement industry and insurance industry but I also worked abroad in Madrid for one year and 3 years in London, managing products for startups in the Fintech, SMEs services and media industries.

Even though I can skill-fully manage the communication and marketing of a product, my biggest strength is in the definition of product road maps that best meets the stakeholders and clients needs and the ability to design and deliver complex technical solutions accordingly.

I'm currently living in Lille, north of France, but would be happy to work abroad if some remote work is possible. As a matter of fact, I've already worked in London, Madrid, Bruxelles and Paris.

### KEY EXPERIENCES

Company	Roles / Products	Details
 <b>Powens (ex-Budget Insight)</b> Paris, France Jan 2022 - Nov 2022 (11 months)	<b>Product Manager - Freelance</b> Powens is providing an Open Finance API to allow businesses to create superior embedded finance and payment experiences.  I was the product manager of the <a href="#">Bank product</a> that allows end users to connect their banking data instantly in order for businesses to access detailed balances, transactions and historical data from current accounts – fully normalized for a seamless integration.  <b>Main objectives and achievements:</b> <ul style="list-style-type: none"><li>• Set up agile rituals in my team of 5 to 10 developers</li><li>• Set up analytics tools in order to be able to take data driven decisions</li><li>• Migrated Powens's french connectors to integrate all the available PSD2 APIs of the french market which included putting in place a roll out strategy a communication plan and support to clients</li><li>• Set up app to app authentication on the migrated PSD2 connectors in order to increase end users conversion rates thanks to an improved user experience</li><li>• Delivered new connectors to business and enterprise banks in order to increase the market coverage for the business services client segment (accounting, ERP, payroll) and consolidate the leading position of Powers in the french market</li></ul>	<b>Methodology</b> <ul style="list-style-type: none"><li>• Lean startup</li><li>• Design thinking</li><li>• Agile development</li><li>• Scrum / Kanban</li><li>• Continuous integration</li></ul> <b>Tools</b> <ul style="list-style-type: none"><li>• Figma</li><li>• Postman</li><li>• Github</li><li>• Google office applications</li><li>• Asana</li><li>• Element / Slack</li></ul> <b>Tech environment</b> <ul style="list-style-type: none"><li>• Linux</li><li>• Python</li><li>• REST API</li></ul>
 <b>Adeo</b> Lille, France Jan - Sep 2021 (9 months)	<b>Product Manager - Freelance</b> ADEO is the European leader and the 3rd largest global player in the home improvement and DIY market with a turnover of 26 billion euros in 2020.  I joined Adeo's Data Factory service to manage the Data Finder, a web portal and API that allows collaborators to search, share and manage data of the group stored in the cloud, mainly BigQuery datasets hosted on the Google Cloud Platform (GCP) and Kafka Topics.  My cross functional team was made up of 5 developers (2 front-ends, 2 back-ends and 1 devops), 2 technical account managers and 1 UX/UI designer.	<b>Methodology</b> <ul style="list-style-type: none"><li>• Lean management</li><li>• Design thinking</li><li>• Agile development</li><li>• Scrum / Kanban</li><li>• Continuous integration</li></ul>



**Adeo**  
Lille, France

(continued)

#### Main duties & achievements:

- Redesign of the UX on the web portal and the API to allow users to manage the data of their products more efficiently
- Creation of an orchestrator to automatise the on-boarding process to improve the user experience and relieve the support team
- Creation of new features on the web portal to allow non technical users to share and managed their data without the API
- Redesign of the UX around the data access management for data readers and owners
- Added the ability to manage Kafka topics in the Data Finder

#### Tools

- Google Cloud Platform
- Figma
- Miro
- Github
- [go.hugo.io](https://go.hugo.io)
- Slack

#### Tech environment

- GCP
- Vue.js
- Node.js
- REST API



**Euler Hermes Digital Agency**  
Paris, France

Apr 2018 - Dec 2019  
(1 year 8 months)

#### API Product Manager - Freelance

The Euler Hermes Digital Agency (EHDA) is a service of Euler Hermes, the french credit insurance leader, that was created to facilitate the creation of new innovative products in relation to credit insurance, the core business of EH. It's therefore organised to give as much autonomy as possible to the products managers in order to allow quick iterations.

I joined EHDA to manage the flagship product of the agency, [Single Invoice Cover \(SIC\)](#), the first B2B API in the market allowing Factoring client mainly, to request EH to cover invoices in real-time. I was part of a cross-functional team based in Paris that allowed me to own the product and manage it end to end, with sales teams located globally.

#### Main duties & achievements:

- Increase revenues thanks to higher volumes of invoices covered but contained loss ratio
- Strengthen the relationship with the main customer of the API, [Cash in Time](#), a factoring product developed by the bank Crédit Agricole
- Make changes to the product to open it to new promising markets (Germany, Belgium, US, Asia)
- As the first point of contact, manage effeciently the on-boarding of new clients
- Continuous improvement of the product, such as process automation and the delivery of a client portal to improve the claim and collection process

In addition to that I also worked on the initial design phases of new products inspired by SIC but targetting other market segments such as marketplaces. I then trained dedicated product managers to handle them.

Finally, in parallèle to managing I was also owner of the product [TrafficLight](#), an API that offers real time information on the health of a company in the simple format of a traffic light. Its main customer is currently the crowd funding platform [October](#).

#### Methodology

- Lean startup
- Design thinking
- Agile development
- Scrum / Kanban
- Continuous integration

#### Tools

- Axure (prototyping)
- Postman
- Readme
- Microsoft Visual Studio Team Services
- Microsoft Dev Ops
- SQL Operations Studio
- Jupyter
- Google office tools

#### Tech environment

- Microsoft Azure
- C#
- PHP
- JSON
- Python
- REST API



**GENIAC**  
London, Madrid

May 2014-Aug 2017  
(>3 years)

#### Digital Product Manager - Freelance

GENIAC simplifies the operating of small business in the UK, enabling owners to spend their time on growth - not managing business administration and compliance.

GENIAC is 2 products combined:

- A website for entrepreneurs to have visibility, keep control over their business, interact with the
- GENIAC service team and know what's the status of his business  
An internal platform for the GENIAC service team to manage the companies admin effectively

#### Methodology

- Lean Startup
- Agile development
- Scrum
- Continuous integration
- Test Driven Development



**GENIAC**  
London, Madrid

(continued)

I started just after the company was founded as the first product manager of the company, delivered the MVP that allowed GENIAC to get its first customers, a series A investment and then worked to scale and industrialise the product in order to serve customers more efficiently.

#### Main duties & achievements

- Influenced the founders to adopt the Lean startup approach
- Conducted market research, worked closely with the founders and gathered customer feedbacks to define the strategy and product roadmap
- Prototyping of the application for usability testing and feedback
- Delivered the MVP of the product to serve the first customers and secure a [series A investment](#).
- Delivered the migration of the platform from a monolithic Symfony application to an API based distributed micro services application
- Identified and delivered a strategical pivot of the product to open it to a new segment of customers, through HR and payroll services
- Wrote, prioritised and tested the user stories of the backlog (wireframes, flow diagrams, user acceptance criteria, business rules)

#### Tools

- Axure
- Slack
- Jira
- Confluence
- Selenium
- Jenkins
- Testlodge
- Google Analytics

#### Tech environment

- AngularJS
- PHP
- Java
- Symfony
- Salesforce
- Twinfield
- Hotdocs
- Duedil
- MongoDB
- MySQL
- NodeJS
- Docker
- AmazonWS
- Segment



**Business Of Fashion**  
London

Dec 2013-May 2014  
(>6 months)

#### Digital Product Manager - Freelance

Created, Built and launched successfully a new company and [career website](#).

#### Main duties & achievements:

- Delivered successfully the MVP
- Worked in Agile with an offshore team of 5 developers in Slovakia using collaborative tools
- Worked closely with the founder and the sales team to define the strategy and the roadmap of the product
- Influenced BoF to adopt best development practices such as Behaviour Driven Development, Continuous integration and structured User Acceptance Tests
- Wrote, prioritised and tested the user stories of the backlog (wireframes, flow diagrams, user acceptance criteria, business rules)
- Influenced BoF to create a beta test strategy and environment
- Defined the KPIs and reports to follow the product efficiency after launch in order to take data driven decisions

#### Methodology

- Lean Startup
- Agile development
- Behaviour Driven Development
- Continuous integration
- Scrum

#### Tools

- Jira
- Google Analytics
- Hangouts/Skype

#### Tech environment

- PHP
- WordPress
- MySQL
- AmazonWS



**Accenture**  
Paris

Jan 2006-Apr 2013  
(>7 years)

#### Consultant

Below you will find a description of the roles I took and the products I designed and developed for the financial industry.



**Société Générale**  
(>2 years)

#### IT Project Manager

Managed a team of 10 developers and a budget of €4.5M to deliver a new banking professional loan branch platform for two retail banks of the group.

#### Methodology

- Waterfall
- Continuous integration
- Model Driven Architecture



**Société Générale**

(continued)

#### Main duties & achievements:

- Budgeted new applications, features or change requests
- Planned and followed the delivery of applications
- Established and managed KPI to keep projects on track
- Communicated on the progress of projects to management boards
- Identified critical dependencies of projects to follow them closely
- Conducted interviews to hire new technical team members
- Trained teams on new development and application frameworks
- Led daily and weekly team meetings to assign and prioritise tasks to my team

#### Tools

- MSProject
- MSOffice
- QualityCenter
- Skype

#### Tech environment

- UML, Design Patterns
- J2EE
- Spring Web Flow
- Oracle Weblogic Portal/Server



#### Digital Product Manager

Delivered a €0.8M budget wire transfer application from design to launch for the retail customers.

#### Main duties & achievements:

- Gathered, wrote and prioritised product and customer requirements (user stories, wireframes, flow diagrams)
- Defined the product vision and convinced the stakeholders to adhere to it
- Worked closely with the business and technical teams to delivery winning products
- Communicated to customers on the product during the launch of the product
- Used analytics to create reports in order to improve the application
- Conducted user acceptance tests

#### Methodology

- Waterfall
- Continuous integration

#### Tools

- MSProject
- MSOffice
- QualityCenter
- Skype

#### Tech environment

- J2EE
- Spring Web Flow
- Oracle Weblogic Portal/Server
- Jenkins



#### Team Lead/Front-End Developer/Release Manager

- Managed a team of 4 developers and a budget of €1M to deliver successfully a new life insurance e-banking application for customers to manage online their insurance contracts.
- Managed the release of a €8M budget new banking professional loan branch application over a period of 16 months.

#### Methodology

Waterfall, Continuous integration, Model Driven Architecture

#### Used Technology

UML, Design Patterns, Java, Spring Web Flow, CSS, Javascript, HTML, XML, Selenium, Jenkins, Perl, Eclipse, Oracle Weblogic Portal



**Banque Populaire**

(>9 months)

#### Front-End Developer

Built the front-end of the new new customer's e-banking application.

#### Used Technology

UML, Design Patterns, IBM Rational, Java, JSP, CSS, Javascript, HTML, XML, Selenium, Jenkins, Eclipse



Lille

Feb-Dec 2005

(>11 months)

#### Front-End Developer

Designed and Built a custom webmail used by millions of Orange customers.

#### Used Technology

Java, JSP, CSS, Javascript, HTML, XML, Selenium, Eclipse



### **Product Manager / Full Stack Developer**

Designed and built a mobile tourist guide with augmented reality information over monuments within a team of 5 developers for my end of studies project.

### **Other**

**Junior Engineer** – Veolia Environmental Services (Waste management), INDIA (3 months)

**Summer jobs** in building renewal companies, USA (2 months)

### **EDUCATION**

**Master's Degree in Engineering with a specialization in IT** - EPF - Ecole d'ingénieurs (2001-2005)

Scientific Baccalaureate ('A' Levels), Lille (1999-2000)

### **LANGUAGES**

**French:** Mother tongue

**Spanish:** Working proficiency

**English:** Fluent

**German:** Limited working proficiency

### **INTERESTS**

Appart from technology I'm very curious and read a lot of books about very different topics but these days particularly about Philosophy, Politics, History, Economics and Psychology. I'm also passionate about Kung-Fu and Argentinian Tango.