

JOHN HENRY POWER

Evanston, IL | (617) 797-2798 | john.power@kellogg.northwestern.edu

EDUCATION

| | | |
|----------------|--|----------------|
| 2025 - Present | KELLOGG SCHOOL OF MANAGEMENT NORTHWESTERN UNIVERSITY <i>Candidate for Master of Business Administration degree, June 2027</i> <ul style="list-style-type: none">• Majors: Managing Organizations, Finance, Marketing• Clubs: Technology Club, Entrepreneurship & Venture Capital Club | Evanston, IL |
| 2015 - 2019 | UNIVERSITY OF NOTRE DAME <i>Bachelor of Science in Mechanical Engineering (Computational Engineering Minor); GPA: 3.68</i> <ul style="list-style-type: none">• Developed dashboard at VoltDB to speed JIRA bug creation by 3x and save 6+ hours of developer time per week | Notre Dame, IL |

EXPERIENCE

| | | |
|-------------|--|--------------|
| 2019 - 2025 | VISA, INC Staff Product Manager, 2023 - 2025 <ul style="list-style-type: none">• Launched global authentication use case by aligning all 5 regions and partnering with engineering leads to scope requirements and deliver integration, unlocking 20% growth across 325M transactions annually.• Directed data analysis teams to launch new fraud monitoring program, designing workflows to improve internal efficiency by 30% and protect U.S. banks from \$12M in fraud costs.• Developed cross-market fraud protection strategy for 867 European banks, establishing roadmap priorities, ensuring regulatory compliance, and safeguarding \$2M in annual revenue.• Shipped ML-driven risk score to 816 banks in the Middle East by coordinating global product and engineering teams, enabling new detection capability and driving \$8M in incremental revenue. Product Manager, 2022 - 2023 <ul style="list-style-type: none">• Formulated 3-5 year authentication strategy by synthesizing global trends and market data, aligning stakeholders to accelerate migration to stronger authentication methods achieving 50% lower fraud rates.• Collaborated with sales and marketing to launch fraud-protection program enhancing customer experience; translated technical specs into client-ready materials to scale usage to 5-10k transactions per month.• Analyzed customer research, transaction, and fraud data to prioritize launch of first ever tap-to-authenticate feature across 8 high-potential markets, informing multi-region investment decisions. Senior Associate Product Manager, 2021 - 2022 <ul style="list-style-type: none">• Mobilized cross-functional product, sales, and marketing teams to launch global performance initiatives, increasing fraud detection by 65% and boosting authentication success by 8% across millions of transactions.• Led product communications strategy by developing data-driven analyses, client emails, and one-pagers, reaching 90% of merchants and enhancing client understanding of product performance and best practices.• Partnered with client-facing teams to conduct user research on authentication; synthesized interview insights and data analysis to define 4 customer personas and shape global segmentation and messaging Associate Product Manager, 2019 - 2021 <ul style="list-style-type: none">• Designed and implemented Visa Installments' first global client support model for market launch, creating 3-tier escalation workflows to cut response times by multiple days and free global product resources for new rollouts.• Coordinated certification of 42 fintech partners by evaluating technical specifications and publishing external solution pages, expanding Visa Ready marketplace visibility and facilitating faster partner onboarding.• Authored 5 Visa Direct case studies highlighting faster-payment outcomes for small businesses, strengthening commercial teams' go-to-market messaging and driving new client adoption. | New York, NY |
|-------------|--|--------------|

ADDITIONAL DATA

- Mentorship: Shaped Visa associate program strategy by advising leadership on hiring, compensation, and operations. Mentored associates through career coaching and workshops.
- Community Involvement: Programmed a web application to address pain points with local government software. Enabled San Francisco citizens to vote on legislation and track how well local interests were represented.
- Skills: Data analysis (Excel, SQL, Tableau), Agile development, User research, Figma, Product requirements (PRD), Roadmapping, Stakeholder management, Technical execution
- Interests: Skiing (Alta/Snowbird), Running (SF Marathon), Music (Mt. Joy), Newsletters ("Fintech Brainfood")