

# JOHN JESANI

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## PROFESSIONAL SUMMARY

Product Owner and Business Analyst with 10+ years of experience delivering complex regulatory and data-driven platforms (including EMIR Refit, SFTR, and MiFID II) in highly regulated environments. Proven track record leading cross-functional squads and driving end-to-end product delivery, from translating complex business and regulatory requirements into scalable, high-quality solutions to ensuring measurable improvements in accuracy, efficiency, and operational control.

Strong execution focus with an entrepreneurial mindset, combining structured backlog prioritization, user story development, and stakeholder alignment with a pragmatic approach to automation and process optimization. While my background is in financial services, the core challenges I've addressed, manual processes, legacy systems, and the need for scalable, reliable automation, are directly transferable. I am good at bridging business and IT, shaping concrete automation use cases, and guiding teams through change in dynamic, transformation-driven environments.

## CORE COMPETENCIES

- Product Ownership & Backlog Prioritization
- Agile Delivery (Scrum, SAFe)
- Regulatory Reporting (EMIR Refit, SFTR, MiFID II)
- Product Roadmapping & Increment Planning
- User Story Writing & Requirements Definition
- Cross-Functional Squad Leadership (Tech, QA, Ops, Compliance)
- Data-Driven Decision Making (Power BI, Grafana)
- Stakeholder Management (Regulators, C-Level, Vendors)
- Process Optimization & Workflow Automation
- Rules-based processing
- Exception handling logic
- Straight-through-processing (STP) concepts
- ISO 20022 Reporting Standards

## CAREER TIMELINE

2013–2016 — ING, Business Management / FO Support  
2016–2018 — ING, OTC Clearing Project Manager  
2018–2019 — Founder & Managing Director, Sokai Fund  
2019–2021 — Product Owner / BA, ING  
2021–2022 — Managing Director, Jesani Heritage Group  
2023–2024 — Product Owner (Regulatory Reporting), FlatexDeGiro

## PROFESSIONAL EXPERIENCE

### Agile Product Owner – Regulatory Reporting, FlatexDeGiro | Jan 2023 – Dec 2024 | Amsterdam, The Netherlands

- Owned the end-to-end product lifecycle for EMIR Refit and SFTR reporting, ensuring compliance.
- Managed the product backlog, defined user stories, and prioritized delivery based on business value, regulatory deadlines, and risk.
- Led a cross-functional squad of developers, QA engineers, and business analysts to deliver reliable, scalable reporting solutions.
- Improved reporting timeliness and accuracy by introducing Grafana dashboards and automated data-quality controls.

- Partnered with Compliance, Risk, IT, and Operations to close regulatory gaps, reducing operational exposure.
- Reduced error-resolution cycle time by 30% through workflow redesign and improved validation logic.
- Delivered proof-of-concept integrations with third-party reporting vendors, improving reporting stability.
- Facilitated 25+ workshops (requirements refinement, sprint planning, retrospectives) to drive alignment and delivery discipline.

## **Interim Managing Director, Jesani Heritage Group | Jun 2021 – Oct 2022 | Nepal**

- Led restructuring of multi-sector business assets during a crisis period, stabilizing operations and securing continuity.
- Negotiated settlements with creditors and business partners to protect financial interests.
- Implemented governance processes and financial controls to support long-term sustainability.

## **Product Owner / Business Analyst – Regulatory Projects ING Bank NV | Sep 2019 – Jun 2021 | Amsterdam, The Netherlands**

- Led a multi-disciplinary team of Developers, OpsIT, Business Analysts, and Feature Engineers to deliver complex regulatory change initiatives across global financial markets.
- Orchestrated the delivery of EMIR and G-20 reporting requirements (including MAS, HKMA, and Korean Reporting), translating complex legal rules into scalable technical solutions.
- Architected a future-proof global reporting framework in collaboration with Tech Leads, enabling seamless adoption across multiple global entities.
- Spearheaded a remediation task force to identify and fix data issues at the source, securing cross-departmental resource capacity to ensure long-term compliance.
- Developed real-time Power BI dashboards to monitor the health of transaction reporting, providing stakeholders with instant visibility into exception trades and operational risks.
- Enforced No LEI, No Trade policies by aligning with Financial Markets Client Onboarding, delivering monthly proactive reports to FMCC to mitigate compliance breaches.
- Managed the end-to-end Agile lifecycle, from roadmap preparation and resource planning to the definition of user stories and acceptance criteria.
- Ensure the Definition of Done and Definition of Ready are followed to ensure quality delivery.

## **Founder & Managing Director Sokai Fund BV, Amsterdam | Aug 2018 – Jun 2019 | Netherlands & Nepal**

- Founded and operated an investment business, sourcing early-stage opportunities across the EU and Asia.
- Managed investor relations, business development, market analysis, and commercial strategy.
- Demonstrated entrepreneurial execution, strategic thinking, and client engagement skills.

## **OTC Clearing Lead Project Manager ING Bank NV | Nov 2016 – Apr 2018 | Amsterdam, The Netherlands**

- End-to-End Project Leadership: Orchestrated the full project lifecycle from initiation to closure for high-stakes clearing initiatives, including LCH ForexClear, BNP CDS Clearing, and JSCC, ensuring all deliverables met stringent regulatory and stakeholder requirements.
- Strategic Scoping: Conducted comprehensive business case analyses and broke down complex project scopes into actionable workstreams for multi-year programs.

- Business-IT Integration: Acted as the primary bridge between business requirements and technical execution, translating needs into scalable operational, IT application, and infrastructure solutions.
- Architectural Oversight: Contributed to functional design and supported the establishment of robust system architectures to ensure global scalability.
- Comprehensive Test Management: Spearheaded end-to-end testing strategies across the entire system chain, including Front Office, Back Office, Position Keeping, Reconciliations, and Finance; developed and executed rigorous test plans and runbooks.
- Cross-Border Migration Management: Led complex, cross-border migration exercises by creating and executing high-precision migration strategies and detailed runbooks to ensure zero business disruption.
- Team Leadership & Coaching: Directed and motivated multi-disciplinary project teams, fostering a proactive culture and mentoring new colleagues on project methodologies.
- Process Optimization: Enhanced internal project management procedures and templates, driving efficiency and standardization within the PMO.

## **Business Management / Front Office Support ING Bank NV| Nov 2013 – Nov 2016 | Amsterdam, The Netherlands**

- Desk Support: Provided high-level operational support for FX and Rates desks, specializing in trade booking and resolving discrepancies in high-volume environments.
- Capital Optimization: Facilitated TriOptima compression cycles to reduce gross notional exposure and optimize balance sheet health.
- Crisis Simulation: Directed the operational and reporting workstreams for the LCH Fire Drill, ensuring compliance with industry-standard default management protocols.
- Reconciliation & Control: Managed rigorous T+1 reconciliation processes across brokers, banks, and counterparties to mitigate operational risk.
- Process Engineering: Improved front-to-back workflows, eliminating bottlenecks in the trade lifecycle and enhancing reporting accuracy.

## **EDUCATION**

**Executive Impact Investing Certificate** – University of Oxford, Said Business School (2019)

**MSc International Finance** – Amsterdam Business School (2014–2017)

**BBA International Finance** – HES Amsterdam (2007–2011)

## **TECHNICAL SKILLS**

JIRA, Confluence, Agile/Scrum, Power BI, Grafana, SQL (basic), ISO 20022, Data Validation, UAT Coordination, Reporting Controls, API & Integration Concepts, Vendor platforms (TRs, reporting engines), Legacy systems integration