**Professional Experience**

**AFFINIDI, Berlin, Germany – Senior Product Manager, Platform** *November 2021 – Present*

* Delivered multiple MVPs for decentralized identity products, serving over 1 million global customers.
* Developed value proposition, go-to-market strategy, and sales pipeline for initial customer onboarding.
* Managed sprint ceremonies, stakeholder engagement, and strategic roadmap for a suite of developer tools.

**AMAZON, London, UK – Product Manager, Supply Chain Analytics** *July 2020 – September 2021*

* Optimized UK inventory placement strategy for Amazon Europe’s largest network, supporting triple-digit YoY growth.
* Developed predictive analytics and dashboards to identify supply chain opportunities, ensuring delivery of 80,000 delayed packages during Christmas 2020.
* Conducted EU-wide A/B tests impacting 8-digit weekly shipment units, improving delivery speed of apparel lines by 30%.

**AMAZON, London, UK – Product Manager, Retail Organization** *March 2019 – July 2020*

* Developed a catalogue improvement service for B2B supplier portal, contributing to a Pan-EU optimization programme generating over €30M annual revenue.
* Managed delivery of supply chain algorithm improvement, retrieving ~3M suppressed products and generating over €20M in annualized revenue.
* Automated process centralization, saving over 1,000 hours per year on sales tasks and exceeding key roadmap goals by 76%.

**AMAZON, London, UK – Vendor Manager, Retail Organization** *September 2017 – March 2019*

* Managed US-EU import programme scale-up, improving output per supplier by 72%.
* Proposed and implemented standard supplier terms increase, recovering €1.6 MM annually in damage costs and capturing an additional 1% of product COGS in new supplier negotiations.

**BBDO GUERRERO, Manila, Philippines – Strategic Planner** *November 2015 – May 2016*

* Secured new mobile wallet client and strengthened Fortune 500 auto manufacturer relationship through strategic pitch for product launch ad campaign.

**UNITED NATIONS (IFAD), Rome, Italy – Programme Management Intern** *July 2014 – October 2014*

* Evaluated Bangladesh loan and grant portfolio, providing quantitative assessment of IFAD’s poverty reduction projects over the past decade. The report informed strategy review and funding negotiations.