

## Oluchi Nwabuwa

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### SUMMARY

Product focused professional with 3+ years of experience applying product thinking across consumer products, internal platforms, and operational systems. Experienced in discovery, user research, requirements definition, backlog prioritisation, and cross functional delivery across engineering, design, data, sales, and operations teams. Proven ability to deliver measurable engagement, productivity, and commercial impact through user centred solutions.

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### KEY ACHIEVEMENTS

- Led end to end discovery and MVP definition for a consumer AI powered product, translating research into actionable delivery artefacts.
- Delivered an internal platform MVP that grew member base to 80+ active members and increased engagement by 75% within six months.
- Designed operational systems that improved productivity by 20% and generated over \$1M in pipeline.

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### AREAS OF EXPERTISE

- Product strategy
- Agile delivery and Scrum
- User research
- Backlog prioritisation
- Journey mapping
- Feature definition and acceptance criteria
- Stakeholder management
- Process improvement
- OKRs and KPI tracking
- Wireframing and prototyping
- Customer and colleague experience optimisation
- Data analysis
- Change management
- Tools: JIRA, Confluence, Figma, Miro, Trello, Slack, MS Teams

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### EXPERIENCE

#### SkinSense | Product Manager

London, UK | Nov 2025 – Present

- Led end to end product discovery and MVP definition for an AI powered wellness application.
- Conducted qualitative interviews and surveys to identify unmet user needs and translate insights into 6 epics and 19 user stories.
- Defined MVP scope and prioritised features using value and effort trade offs.
- Produced PRDs, workflows, and low fidelity wireframes to support collaboration with design and engineering peers.

- Coordinated cross functional contributors to ensure alignment through delivery and documentation.

### **Gartner | UK Project Lead, BEN**

London, UK | Oct 2024 – Dec 2025

- Product managed the redesign of an internal community platform supporting Black and ethnic minority UK associates.
- Led discovery across 50+ stakeholders to define user needs, success metrics, and MVP scope.
- Managed a prioritised backlog and coordinated delivery across sales, recruitment, marketing, operations, design, and data teams.
- Led the launch of MVP programme assets and internal tools that improved user engagement by 75% and increased member base from 0 to 80+ active members in 6 months
- Produced reporting and insights using data to support iteration and senior stakeholder decision making.

### **Gartner | Sales Development Programme Manager**

London, UK | Jan 2023 – Dec 2025

- Applied product thinking to design scalable onboarding and coaching systems for early career sales associates.
- Led discovery to identify pipeline bottlenecks, defined success metrics, and iterated on engagement strategies across regions.
- Improved productivity by 20%, increased conversion rates by 65%, and reduced new hire ramp time by 4 weeks.
- Designed and executed data driven incentive campaigns and workflow optimisations for 10+ associates.
- Implemented improvements contributing to over \$1M in pipeline generation.

### **Gartner | Senior Account Management Specialist**

London, UK | Sept 2022 – Dec 2023

- Captured client requirements and aligned them with platform functionality during onboarding.
- Delivered platform walkthroughs and collected usability feedback to inform account strategies.
- Produced adoption and engagement reports for senior stakeholders to support retention and renewal decisions.

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## **EDUCATION**

University of Surrey, UK| BSc Business Management & Entrepreneurship | First Class Honours

- **Awards:** Valedictorian · Black Academic Achievement Award · Brian Allison Prize · Best overall mark (Entrepreneurship) · Surrey's Top Achievers Award