

Omer Haroon

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Specializing in high-compliance, mission-critical platforms for the maritime and defense sectors, with a track record of transforming underperforming products into revenue drivers through pricing overhauls (\$10M+ generated), legacy-to-cloud migrations (70% user retention), and niche workflow automation to optimize complex operations.

PROFESSIONAL EXPERIENCE

Senior Product Manager | ABS Wavesight (Maritime Technology)

Aug 2023 – Dec 2024

ABS Wavesight, launched in 2022, is a maritime software company that helps shipowners and operators improve compliance, efficiency, and sustainability. Its key products, My Digital Fleet (AI-powered analytics platform), and Nautical Systems, enhance analytics, reliability, and performance and are used on over 5,000 vessels worldwide.

- **Delivered US Navy ERP system** under a 9-month federal deadline, onboarding 500+ defense personnel and achieving 100% audit compliance, **securing four government contracts worth \$15M.**
- **Reduced sprint spillover to less than 10%** by implementing **SAFe frameworks**, including cross-functional PI planning and dependency mapping, accelerating **release cycles by 30%**
- **Revamped pricing strategy** for underperforming **SaaS modules**, introducing **modular tiers**, resulting in **50% lead pipeline growth** and **\$5M in new customer revenue.**
- **Launched Crew portal**, reducing scheduling errors by **90%** for 10K+ maritime workers and **improving task completion rates by 60%** through automated workflows.
- **Modernized legacy on-premise systems** to a **scalable web architecture**, migrating **70% of users** within **6 months** and preserving **\$10M in annual recurring revenue.**

Senior Product Manager | Energi Core (Blockchain Technology)

Sep 2018 – Jul 2023

- **Drove \$5M+ annual revenue growth** by leading go-to-market strategy for blockchain marketplace products, including TAM modeling, pricing/bundling, and partner ecosystems based on primary customer surveys.
- **Reduced sprint delays by 20%** by instituting Agile ceremonies (daily scrums, WIP limits) and owning end-to-end documentation (PRDs, user journeys, SLAs) for 5+ development teams.
- **Increased user retention by 15%** via data-driven customer cohort analysis (DAU/MAU), collaborating with data scientists to design a retention strategy adopted by product/marketing teams.
- **Launched 3+ customized blockchain marketplaces** with phased roadmaps and client-specific features, directly contributing to 90% partner breakeven and \$2M ARR within 12 months.

Project Manager | Pfizer (Pharmaceutical - Contract)

Jan 2018 - June 2018

- Transformed Tableau reporting via predictive analytics and real-time tender/contract insights, reducing manual analysis and boosting deal wins by 15% through faster lead identification.
- Optimized Jira performance by analyzing 100+ user feedback tickets, redesigning critical UI workflows, and automating defect triage, cutting resolution time by 30%
- Executed 500+ test cases (Functional, UAT, E2E) across the product, collaborating with QA to reduce post-release defects by 40% and align stakeholder expectations through iterative UAT reviews

Solutions Consultant | GEP Worldwide (Client: Exxon Mobile & Verizon)

Aug 2015 – June 2017

- Resolved inaccurate data setbacks with technology resolution teams, properly defining the reporting objects utilized by end users. Efforts resulted in the creation of accurate reporting tools.
- Successfully conducted in-person business reviews by gathering feedback from the client's power users and developed automated rules based on the input, eliminating manual system interaction.
- Designed and Implemented compliance frameworks, such as compliance risk assessment processes, compliance policies and procedures, and compliance training programs, leading to an automated due diligence reporting tool.

KEY EXPERTISE

Skills: Research | Design | Validation | SAFe PI Planning | Product Prototyping UI/UX | Requirement Gathering | Backlog Refinement | Product Roadmapping | Go-To-Market Strategy | Cross-Functional Collaboration

Tools: Azure DevOps | D365 | Product Board | JIRA/Confluence | Figma | Miro | Mural

Certifications: Certified Scrum Product Owner (**CSPO**), Certified Product Manager (**CPM**), **AI Product Management**

EDUCATION

Bachelor of Science in Supply Chain Management / Rutgers Business School

May 2014