

Filip Babic

Senior Product Manager passionate in leading cross-functional teams to plan, build, launch, and manage SaaS innovations

New York, NY

-Email me on Indeed: <http://www.indeed.com/r/Filip-Babic/1b1ca7fe4450ae41>

Accomplished and dynamic management professional with solid and diverse experience in the field of construction and business management. Passionate in driving business growth and increasing bottom-line profits with an extensive experience in effective implementation of technical operations and processes to increase team productivity. Strong technical and business qualifications with an track record in construction management, project management, and operations management. Innovative and reliable individual with proven ability to achieve organizational goals while displaying effective impact in multiple concurrent workstreams. Strategic thinker and results-oriented individual with an ability to handle various organizational functions and leading teams in exceeding company goals. A team player with effective interpersonal and communication skills, adept at building productive relationships and building rapport with a diverse set of individuals.

Authorized to work in the US for any employer

Work Experience

Senior Product Manager

Silent Koala - New York, NY

June 2018 to Present

- Lead a XFN team of senior partners and subcontractors to design and implement a B2C SaaS product that strategically simulates and recommends different building materials to enable users to build homes with fewer resources.
- Lead architects and engineers to complete a multi-stage homebuilding project with a \$1.5M budget with agile methodology throughout all cycles of the product development cycle to achieve 25% cost savings on the original budget.
- Leverage customer pain point throughout user journey to guide product vision for construction SaaS R&D projects
- Manage cross-functional team across engineering, design, and data in product development from inception to implementation to deliver SaaS home building software ahead of schedule and under initial budget by 10%
- Conduct weekly product meetings to align product vision with subcontractors to minimize product execution risks
- Proactively communicate product status reports to senior partners to ensure direction aligns with company goals
- Implement processes, procedures, and documentation for operational clarity and align projects with industry standards

Product Manager

TenCentiare LLC - New York, NY

April 2017 to May 2018

- Lead team of 5 to develop SaaS financial models using various databases (e.g. Morningstar and Bloomberg), companies' SEC filings, press releases, and analyst calls to inform future financial strategy that generated 20% income on weekly basis
- Discovered, analyzed, and documented areas of potential financial risks, including asset-backed risk, credit risk, and liquidity risk across multiple industries to inform development of financial forecasting algorithms to trade 100+ assets
- Analyzed industry and company specific trends and developed forecasts to influence senior partners on investment strategy
- Performed valuation sensitivity analysis by incorporating different assumptions into financial models to select 100s of assets to be considered for investment opportunities

Program Manager

Bio-Net

March 2017 to March 2017

- Performed budget reporting, performance indicators, and financial analysis to inform pricing strategy for Perma-tec GmbH and five additional clients that enabled Bio-Net doo to become a top 5 factory maintenance supply distributor in Europe
- Reformed staffing structure of client's internal departments to drive 20% quicker project delivery and 4M EUR cost savings
- Partner with cross functional team across human resources to manage staff development training and strategic staffing to build a qualified and motivated team in Sunoco Sugar Plants
- Conducted chief operations such as planning, accounts administration, and technical document preparation for key customer stakeholders to increase customer retention and engagement
- Reviewed customers' technical specifications, including formal RFQ, and worked closely with Commercial managers to prepare detailed proposals for competitive solutions to provide operating transparency and deepen customer relationships
- Provided technical skill training to sales team to deepen team product knowledge and deliver stronger customer support
- Brought deep platform expertise to customer engagements by partnering the Professional Services team with subject matter experts to deliver solutions tailored to client needs which resulted in growth of annual revenue by 20% YoY
- Prepared and presented technical material for clients to ensure customer success in product installation

Education

Bachelor of Economics and Finance in Economics and Finance

University of Belgrade Belgrade

Skills

- Microsoft Project
- AutoCAD Bim360
- Jira
- Computers and technology
- Trello

- Travel
- BBQ
- Serbian (native)
Interests: Soccer
- Tableau
Languages: English (fluent)
- Microsoft Office Suite
- Photoshop
- Agile
- Product Development
- Product Management
- SaaS
- Financial Modeling
- Program Management
- Business Analysis
- Scrum
- Financial Analysis
- SDLC
- Team Management
- Analytics

Certifications and Licenses

PMP

PMI Certification

Certified Scrum Master

PRINCE2 Certification

PMI-ACP