

# Valentine Tom

## Product Manager || Open to New Roles

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### Professional Summary

Results-driven Senior Product Manager with 5+ years of experience leading end-to-end product development in fast-paced technology environments. Proven ability to define product vision, launch innovative solutions, and optimize performance through data-driven insights. Skilled at collaborating with cross-functional teams, conducting market research, and driving measurable impact. Currently seeking the next opportunity to build scalable, user-centric products.

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### SKILLS

- **Product Strategy & Roadmap Management:** Expertise in defining vision and prioritizing features to align with business goals.
  - **Cross-functional Collaboration:** Proven ability to work with engineering, design, and marketing teams for seamless execution.
  - **Data & Analytics:** Proficient in defining KPIs, analyzing performance, and driving data-informed decisions.
  - **Technical Proficiency:** Skilled in JIRA, Trello, ClickUp, and Agile methodologies.
  - **Market & Customer Research:** Strong experience in competitor analysis, user interviews, and A/B testing.
  - **UX Design Principles:** Adept at collaborating with design teams to enhance user experiences.
  - **Communication:** Exceptional ability to articulate ideas and influence stakeholders.
  - **Problem Solving:** Innovative approach to addressing customer pain points and delivering solutions.
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### EXPERIENCE

#### Trustscomply

Product Lead (Product Manager & Product Owner)

#### Remote, Nigeria

April 2025 — Present

- Spearheading product leadership by owning the product vision, strategy, and delivery roadmap across key compliance automation initiatives.
- Doubling as Product Manager and Product Owner, aligning business goals with agile execution, driving cross-functional collaboration across engineering, design, and compliance.
- Leading backlog grooming, sprint planning, and stakeholder reviews to ensure seamless feature delivery.
- Conducting user research, regulatory analysis, and product discovery to define solutions that simplify trust and compliance workflows.
- Leveraging analytics to define KPIs and monitor product performance, iterating to optimize outcomes.
- Partnering with the executive team to influence go-to-market and scale product-market fit.

**Wovenremit**  
Product Manager

**Remote, Nigeria**  
April 2024 — March 2025

- Defined and communicated product vision and roadmap for global payment solutions, aligning deliverables with business goals.
  - Conducted market research and user interviews, integrating new features that improved user satisfaction by 20%.
  - Collaborated with engineering, design, and marketing to launch an FX app on the [App Store](#), achieving 95% on-time delivery.
  - Authored PRDs, user stories, and acceptance criteria to ensure clear development requirements.
  - Monitored KPIs post-launch, iterating features based on analytics and feedback.
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**Automagic**  
Product Manager

**Remote, Nigeria**  
May, 2023 — January 2025

- Led the development and launch of five MVPs ([Tennis Love](#), [Korre](#), [Dope](#), [Onthejob](#), [Asset](#)) and corporate website ([www.atmgc.xyz](#)).
  - Conducted competitive analysis to prioritize features, balancing short-term goals and long-term strategy.
  - Partnered with design, development, and QA teams to deliver high-quality products that met rigorous standards.
  - Defined and tracked product performance metrics, leveraging data insights for continuous improvement.
  - Executed user and A/B testing to validate decisions and enhance UX.
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**Fipay**  
Product Manager

**Remote, Nigeria**  
November, 2023 — March 2024

- Developed product roadmaps and feature prioritization based on stakeholders feedback and business goals.
  - Collaborating with designers and developers to ensure timely delivery of features ([fipay.io](#)).
  - Created well detailed Product Requirement documents, user stories and acceptance criteria for product features which helped the development team in understanding the features.
  - Conducted user testing and gathering feedback to inform product improvements.
  - Analyzed product performance metrics and making data-driven decisions for future iterations.
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**Nexascale**  
Product Manager

**Remote, Nigeria**  
April, 2023 — December 2023

- Evaluated strategies based on product objectives, market research, and other user-related factors.

- Leading the development of a new B2C product; a travel app.
  - Identified gaps through competitive analysis across the areas of design and engineering that have boosted the projected launch date.
  - Proposed solutions to resolve potential customer pain points and completed tasks timely.
  - Collaborated with team members in the development of product strategies, marketing campaigns, and roadmaps.
  - Initiated user interviews with potential consumers using surveys, observation, and interactions which resulted in the implementation of innovative features to better serve users' needs.
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## **Kommerce**

Product Manager

Remote, Nigeria

March. 2023 — January 2024

- Conducted a comprehensive evaluation of product objectives, market research, and user-related factors to formulate effective strategies.
  - Negotiated with key stakeholders and potential investors to secure support for the upcoming venture.
  - Assumed leadership of the development of a new B2B and B2C product, a cutting-edge livestream marketplace that facilitates seamless exchange of goods between buyers and sellers.
  - Conducted a meticulous competitive analysis in design and engineering to identify gaps and opportunities that have expedited the projected launch date.
  - Devised ingenious solutions to address potential customer pain points and meticulously executed tasks within the desired timeline.
  - Collaborated closely with team members in the formulation of product strategies, marketing campaigns, and roadmaps that align with the company's vision.
  - Conducted extensive user interviews with potential consumers using surveys, observation, and interactions to gain insights that have informed the integration of innovative features that cater to users' needs.
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## **Metarri**

Product Manager

Remote, Nigeria

Feb. 2022 — Sept 2022

- Analyzed product objectives, market research, and user-related factors to assess strategies.
- Spearheaded the creation of a new product for both B2B and B2C markets, which provides seamless access to the metaverse for users and web3 developers.
- Presented solutions to address customer pain points and completed tasks promptly.
- Worked closely with team members to develop product strategies, marketing campaigns, and roadmaps.
- Conducted user interviews with potential consumers through surveys, observation, and interactions, leading to the integration of innovative features that better meet users' needs.

## **Chrism Oil Nig. LTD**

Operations Manager

Uyo, Nigeria

January, 2020 - July 2024

- Partnered with stakeholders to define operational goals, growing the business from one to three branches and increasing profit margins by 40%.
  - Analyzed performance data to optimize processes, reducing errors by 15% through monthly operational reviews.
  - Led cross-functional teams to implement strategic initiatives, fostering collaboration and alignment.
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## **Keystone Bank LTD**

Account Relationship Manager

Uyo, Nigeria

Jan. 2016 —June. 2020

- Discussed financial options with clients, and kept them informed about transactions
  - Determined customers' financial service needs and prepared proposals accordingly.
  - Contacted perspective to present information and explain available services
  - Offering advice or sales on particular services.
  - Managed customer relationships through regular calls and strategic check-ups and inventories.
  - Marketing and bringing new customers to the bank.
  - Proper documentation of account records.
  - Actively involved in negotiations and using technologies and other proposals to sustain customer alliances.
  - Advised customers on services that are best suited to them.
  - Negotiated prices and contracts for commodity sales and purchases & kept accurate reports and records of transactions.
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## **EDUCATION**

### **B.A. History**

Pontifical Urban University, Rome  
2015.

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## **CERTIFICATIONS**

- Agile Development Practices (LinkedIn Issued ) – January 2022.
- Product Management Fundamentals ( Udemy Issued) – 2022.
- Product Management (SideHustle Issued) - May 2023.
- Product Management (Entry Level Certified) - October 2023.
- Product Management (Alt School) - 2025