

Ameer Mian

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Experience

Confluence Technologies

Product Owner | 08/2021 - 02/2023

- Led the planning, development and implementation of a new dashboard, a proprietary Insider Trading testing solution, a front-running solution, and multi-level review process which created opportunities for up-selling to existing clients and helped meet requirements for 3 major deals in the pipeline. Brought together product, marketing and business development team to build long-term roadmap, adjust market position and create new marketing strategy
- Identified and implemented tracking for success metrics around retention, churn and engagement which were better aligned with company goals and strategy
- Conducted a review of daily processing pipelines and implemented parallel processing to allow clients quicker access to their data which resulted in an 80% reduction in wait times for clients
- Drove the development of new modules to address the SMCR regulation in EU and Marketing Review regulation in the US
- Implemented Auth0 and leveraged its APIs to automate user management
- Managed relations with all major clients. Produced monthly compliance reports and provided audit guidance

Compliance Solution Strategies

Product Manager | 01/2018 - 08/2021

- Managed cross-functional team, stakeholder communication, and oversaw product development from ideation to delivery of a B2B SaaS product suite
- Led the development from 0-1 of a new employee trade monitoring module to align with SEC regulations. Conducted hypothesis validation, wrote the PRD and worked closely with marketing and business development teams to identify the market fit. Grew customer base by 35 and added \$600k to ARR
- Worked closely with UI/UX designer in creating wireframes and prototypes, and conducted user testing to adjust designs for final release
- Defined the vision and marketing strategy, and implemented new pricing tiers to address the SMB segment
- Managed product roadmap on Azure Boards, oversaw daily stand-ups and bi-monthly scrums
- Established broker and news feeds to support product functionality
- Conducted A/B experiment with a new automated reporting system which helped scale our user base in the SMB segment

Ascendant Compliance Management

Product Analyst | 03/2015 - 12/2017

- Reviewed and corrected statistic calculations leading to a reduction of 35% in customer complaints
- Built data visualizations using Excel and Tableau reducing manual reporting work by 10 hours monthly
- Conducted compliance analysis for clients and presented monthly and quarterly reports
- Took stakeholder feedback, reviewed regulatory updates to drive development priorities and wrote user stories and tickets in GitHub for our startup compliance platform

Skills

Agile Development, Tableau, Data Analysis, Github, AWS, Stakeholder Management, Marketing Research, Customer Development, Figma, Jira, Confluence, SQL

Education

Lahore University of Management Sciences

Economics | 05/2019

University of British Columbia

Economics | 05/2014

University of British Columbia

Mathematics | 05/2014