

SAAD SALMAN

Product Manager - Cards and Payments

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As a Program Consultant with skills in product design, business analysis, and digital payments. I have launched over 20 new products with a 100% success rate. I have experience in product management, program consulting, and software engineering in the financial services industry. I have a track record of increasing revenue by 15% and customer satisfaction by 20%. Suitable for mid-level roles in this industry

WORK EXPERIENCE

KEEP TECHNOLOGIES | MAY 2022 - PRESENT

PROGRAM MANAGEMENT LEAD

- Led integrations with key partners resulting in a 98% success rate in deploying multi-currency banking products.
- Conducted business analysis and devised solutions for more than 150 new requirements resulting in new product launches and streamlined systems.
- Collaborated with more than 10 vendors to improve products and processes resulting in gap analysis and best practices.
- Managed product roadmaps resulting in a 20% increase in customer satisfaction and a 15% increase in sales.
- Led a team of 5 resulting in the successful completion of 10 projects on time and under budget.
- Improved program functionality resulting in a 15% increase in efficiency.
- Led efforts in exploring B2B offerings resulting in new revenue streams.

HYPEFIN | MAY 2021 - MAY 2022

PROGRAM CONSULTANT

- Successfully managed multiple projects from end to end, resulting in on-time and within-budget delivery for 90% projects.
- Acted as liaison between stakeholders, resulting in successful product roll-outs and 95% customer satisfaction.
- Supported 10+ start-ups and scale-ups in launching payment programs and eco-system partnerships, resulting in new revenue streams and growth opportunities.
- Implemented new product offerings for clients, resulting in successful deployment and 30% higher sales on average.
- Streamlined processes with clients resulting in a 15% increase in productivity.

I2C INC | FEBRAURY 2019 - MAY 2021

SOFTWARE ANALYST/ SOFTWARE ENGINEER

- Led technical support for clients resulting in 95% Satisfaction.
- Provided remote product training, certifications, and troubleshooting resulting in a 90% success rate for product adoption.
- Delivered projects in 60 days resulting in 30% faster time-to-market.
- Managed and tracked issues with an average resolution time of 2 business days.

ACLAN | July 2016 - February 2019

PROJECT COORDINATOR

- Provide accurate reports and analysis to management to demonstrate an effective return on investment (ROI).
- Execute and manage the projects,

PROJECTS

- Successfully oversaw the PomeloPay corporate card issuing project in the UK, resulting in the launch of 1 new corporate card product with a 95% customer satisfaction rate
- Led the development of multiple co-branded prepaid cards for EU and UK football clubs with The Reputation Exchange, resulting in a 15% increase in brand recognition and customer loyalty
- Drove the SimpliFi issuance project for MENAP, resulting in the successful deployment of 3 payment products with a 90% success rate Led Pozitive Payments acquiring and issuing project resulting in a 25% increase in revenue
- Implemented and migrated the EPAY New Zealand Gift card with a 100% success rate.
- Led Corporate VISA card project for a crypto startup resulting in a new product launch in the crypto market with a 25% increase in customer base

EDUCATION

FAST-NU

MS - SOFTWARE PROJECT MANAGEMENT AUGUST 2021 - JUNE 2023

- Acquire practical experience of software projects from the initial analysis of a problem.
- Demonstrate theoretical and practical aspects of managing software projects.
- Apply ethics and quality standards related to software project management.

FAST-NU

BS -COMPUTER SCIENCE

AUGUST 2012 - DECEMBER 2018

- Researched "Design and Implementation of a Highly Fault-Tolerant Centralized Controller for Software-Defined Networks" resulting in an improvement of network availability by 20%.
- Focused my studies on Human-Centric Design.
- In-Depth studying of computer algorithms and software engineering principles.

CERTIFICATIONS

- [Scrum Fundamentals Certified \(SFC™\)](#).
- [Agile Project Management - Google](#)
- [Product Masterclass - How to Build Digital Products](#)
- Product Analytics Certification (PAC)™

SKILLS

- **Product Design & Development:** Product launch, Product roadmap.
- **Business Analysis:** Market research, Business requirements gathering.
- **Solutions Design:** Requirements engineering, Solution integration.
- **Digital Payments & Acceptance:** Payment systems, Digital payments, Payment security.
- **Mobile Payments:** Mobile payments, Contactless payments.
- **Project Management:** Project execution, Project delivery.