

Akinola Fakeye | Senior Product Manager

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PROFESSIONAL SUMMARY

Senior Product Manager with 10+ years of experience scaling B2B SaaS and fintech platforms across global markets. Proven track record of driving product vision, leading cross-functional teams, and delivering multi-million-pound outcomes. Expert in portfolio strategy, enterprise API platforms, compliance-led innovation, and customer growth frameworks.

KEY ACHIEVEMENTS

- Spearheaded API product adopted by 5 of the world's top 10 banks—enhancing regulatory compliance and platform stickiness.
 - Drove 35% uplift in SaaS product adoption through strategic GTM rollout and usage-based onboarding.
 - Led UX and analytics overhaul that improved customer retention by 20% across KYC/payments products.
 - Reduced QA cycle time by 30% by implementing lean UAT and stakeholder testing frameworks.
- Spearheaded the development of a 3 phase strategy for product development and GTM leading to a \$30+ revenue pipeline
- Generated £6M+ in cumulative business value through digital identity and access modernization initiatives

CORE COMPETENCES

Product Vision and Strategy | SaaS & FinTech Platforms | Strategic Roadmapping | API and Platform Strategy | Global Stakeholder Management | OKRs & Product KPIs | Agile/SAFe & Cross-functional Execution | B2B GTM Strategy | Data-driven Decision Making | Customer Discovery | Portfolio Governance

TECH & TOOLKIT

APIs (REST/GraphQL), Azure, AWS, SQL, Salesforce, Dynamics 365, Jira, Confluence, PowerBI, Google Analytics, Lucidchart, Trello

PROFESSIONAL EXPERIENCE

Senior Product Manager – Bankers Almanac KYC, LexisNexis Risk Solutions | Oct 2021 – Present

- Own product strategy and portfolio roadmap for global KYC and payments products..
 - Launched API-based account validation platform—expanded into 3 new revenue verticals.
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 - Lead product discovery, GTM coordination, and roadmap buy-in with international clients.
 - Present quarterly roadmaps to C-level executives; secured 2+ major strategic partnerships.
- Spearheaded various product improvements: adopted by 1000 b2b customers/users, engagement uplift of 30%

Product Manager – Achilles Information Ltd | Nov 2019 – Oct 2021

- Owned full lifecycle of API data products and enterprise messaging system.
- Defined and executed GTM with Sales/Marketing for new RFP SaaS tools.
- Maintained compliance with GDPR and trade finance-specific regulations.

Business Analyst – University of East Anglia (Contract) | Dec 2018 – Aug 2019

- Captured requirements, defined MVPs, and mapped user journeys.
- Boosted feature demonstration at sprint reviews by 25%, increasing engagement.
- Cut UAT time by 30% via streamlined test strategy/test cases and frameworks.

Consultant – Business Analyst, Aviva Insurance UK (Wipro Ltd) | Jun 2018 – Dec 2018

- Delivered process improvements boosting claims management efficiency by 20%.
- Authored BDD user stories and specs for insurance systems migration.

Product Owner/Business Analyst – St. Andrews Healthcare | Jul 2016 – Jun 2018

- Defined product vision and roadmap for Data Warehouse and CRM projects.
- Increased insights by 40% via enhanced dashboards; improved CRM adoption by 30%.

Business Analyst – DTI Solar | Mar 2015 – Jun 2016

- Launched adaptive & responsive website and mobile apps with integrated payments, boosting engagement/adoption by 35%.

Earlier Roles (2009–2014) |

- Project Manager – Action for Sustainable Living.
- Business Analyst/PM roles in energy, insurance, and e-commerce sectors.

EDUCATION & CERTIFICATIONS

- MSc Project Management – University of Salford
- MSc Geographical Information Science – University of Manchester
- BSc (Hons) Geography – University of Ilorin