

Re: Application for Senior Product Manager

European B2B SaaS companies face strong competition for engagement and sustainable growth in a crowded market. Accelerating product adoption and reducing barriers for enterprise clients call for focused product leadership. At Fintech Lda, I increased monthly active business accounts by 65% in 18 months and delivered payment features that generated €1.2M in new ARR. With a cross-functional team of forty, I ran discovery sessions and set priorities across the payments roadmap. Redesigning the KYC process cut onboarding drop-off by a third.

At RetailTech SA, I led the launch of an in-store analytics dashboard now used in over 500 stores across four countries. These results followed direct customer engagement, detailed data analysis, and clear roadmap ownership. These skills matter in fast-growing product organizations operating across Europe.

Now relocating to Berlin, I am seeking to join a scale-up where leading product strategy for complex B2B SaaS workflows is essential. My work includes zero-to-one launches, scaling mature features, and moving ambiguous product challenges toward measurable outcomes. I am available for interviews at short notice and hold full EU work rights.