AKINOLA FAKEYE

LEAD PRODUCT MANAGER | PORTFOLIO STRATEGY · FINTECH · ENTERPRISE APIs

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PROFILE

Product leader with 10+ years' experience spanning product management, business analysis and technology delivery in regulated B2B environments. Experienced in setting portfolio priorities, coordinating roadmaps across product streams and guiding the work of two Product Managers through matrix leadership, without formal line-management responsibility. Combines enterprise API and KYC/payments expertise with executive engagement, customer discovery and commercial go-to-market strategy.

CORE EXPERTISE

Portfolio product strategy • Roadmap coordination • Matrix leadership • KYC / AML • Payments • Enterprise APIs • B2B SaaS • Executive influence • Customer discovery • Go-to-market • Product analytics • Agile / SAFe

PROFESSIONAL EXPERIENCE

Senior Product Manager | LexisNexis Risk Solutions — Bankers Almanac KYC

October 2021 – March 2026

- Provided portfolio-level strategic direction, set priorities and coordinated roadmaps across multiple product streams involving two Product Managers, without formal line-management responsibility.
- Led product strategy and lifecycle management for KYC and payments web application and API capabilities serving global financial institutions (Tier 1–3).
- Played a pivotal role in securing a $1M+ enterprise customer contract through product strategy and go-to-market initiatives, while contributing to a multi-million-dollar commercial pipeline.
- Drove 35% growth in product adoption within a strategic international market through targeted product and go-to-market initiatives.
- Led the launch of an API-based bank account validation capability, coordinating customer discovery, technical delivery and go-to-market readiness.
- Facilitated product vision workshops and presented portfolio roadmaps and competitive-positioning recommendations to senior executives and enterprise customers.

PROFESSIONAL EXPERIENCE (CONTINUED)

Product Manager | Achilles Information Ltd

November 2019 – October 2021

- Owned lifecycle and roadmap activities for enterprise API data products, messaging capabilities and a B2B request-for-proposal platform, supporting retention of customers accounting for 20% of revenue.
- Collaborated with Sales and Marketing on launches, demonstrations, product value propositions and enablement materials to support enterprise adoption and subscriptions.
- Used customer feedback, product analytics and input from legal and domain specialists to prioritise platform enhancements and regulatory requirements.

EARLIER PRODUCT AND BUSINESS ANALYSIS EXPERIENCE

University of East Anglia | Business Analyst (Contract), December 2018 – August 2019 — Defined MVPs and user journeys; streamlined user acceptance testing (UAT).

Aviva Insurance (via Wipro) | Consultant / Business Analyst, June – December 2018 — Produced behaviour-driven development (BDD) user stories and requirements for an insurance systems migration.

St Andrew's Healthcare | Product Owner / Business Analyst, July 2016 – June 2018 — Defined CRM and data warehouse product roadmaps and analytics requirements.

DTI Solar | Business Analyst, March 2015 – June 2016 — Supported responsive web and mobile products with integrated payments.

EARLIER CAREER

Project Manager — Action for Sustainable Living; earlier business analysis and project management roles in energy, insurance and e-commerce (2009–2014).

EDUCATION

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

TOOLS AND TECHNOLOGY

REST / GraphQL APIs • AI • Jira • Confluence • Power BI • SQL • Salesforce • Microsoft Dynamics 365 • Azure / AWS • Postman • Swagger / OpenAPI