AKINOLA FAKEYE

SENIOR PRODUCT MANAGER | FINTECH · REGTECH · ENTERPRISE APIs · B2B SaaS

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PROFILE

Senior Product Manager with 10+ years' experience across product management, business analysis and technology delivery, specialising in enterprise API products, KYC, payments and regulated B2B environments. Experienced in product strategy, customer discovery, roadmap prioritisation, cross-functional delivery and executive engagement. Contributed to securing a $1M+ enterprise customer contract and developing a multi-million-dollar commercial pipeline through product strategy and go-to-market initiatives.

CORE EXPERTISE

Product strategy and roadmaps • KYC / AML • Payments and account validation • REST / GraphQL APIs • B2B SaaS • Customer discovery • Go-to-market • Portfolio prioritisation • Stakeholder leadership • Product analytics • Agile / SAFe

PROFESSIONAL EXPERIENCE

Senior Product Manager | LexisNexis Risk Solutions — Bankers Almanac KYC

October 2021 – March 2026

- Led product strategy and lifecycle management for KYC and payments web application and API capabilities serving global financial institutions (Tier 1–3), translating customer and compliance needs into prioritised product roadmaps.
- 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 to support expansion into new commercial markets.
- Provided portfolio-level strategic direction, set priorities and coordinated roadmaps across multiple product streams involving two Product Managers, without formal line-management responsibility.
- Facilitated product vision discussions and presented roadmap and competitive-positioning recommendations to senior executives and enterprise customers.

PROFESSIONAL EXPERIENCE (CONTINUED)

Product Manager | Achilles Information Ltd

November 2019 – October 2021

- Owned product 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 collaboration with 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