



# Zeeshan Hussain

SENIOR PRODUCT MANAGER

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## 🏆 SKILLS

Leadership

Communication

Product Development

Competitive and Market Analysis

UX Design

## ✂ TOOLS

JIRA

Microsoft Office

Google Analytics

Salesforce

Tableau

## 💬 LANGUAGES

Fluent      Read/Write      Programming

English      Latin      HTML/CSS

Urdu      Arabic      JavaScript

Hindi      Sanskrit      SQL



## EXPERIENCE

Senior Product Manager / Morningstar

2022 - Current

- Lead a cross-functional team of senior leaders to prioritize business goals. Develop, manage, and communicate product roadmaps for three teams covering initiatives around user onboarding, access, and permissions.
- Principal owner of user management strategy, driving user research, curating key personas, owning industry insights, and implementing product metrics.
- Supervise product managers and provide training and coaching in agile methodologies, improved team productivity by an average of 30% YoY.
- Managed the data migration of 50k accounts on our turnkey asset management platform and led the ideation and implementation of a new account-to-user assignment flow resulting in quicker account displays for clients and reduced overhead by \$300k annually.
- Led numerous API builds and integrations with services and applications, a proven asset to engineering for speedy solutioning and impact analysis.

Product Manager / Morningstar

2019 - 2022

- Developed our turnkey asset management platform's first custom solution for proposals that enabled Advisors to tailor stock basket accounts to client preferences facilitating a 1000%+ increase in stock basket proposals generated and a 10% increase in conversion rate YoY.
- Managed the build and integration of a new user entitlement system that allowed clients to customize access to eight new platform features to both larger more conservative broker dealers and smaller more flexible RIAs.
- Implemented Google Analytics to capture data on feature adoption and created a homegrown solution to provide individual user analytics to help internal teams seize business opportunities with firms and advisors.
- Using Agile, led sprint ceremonies, planned epics, managed the backlog, wrote user stories and acceptance criteria, and documented test cases.

Principal Manager / LeadBridge

2016 - 2019

- Communicated cross-functionally to lead product development lifecycle for new LeadBridge offerings from conception to launch with a focus on risk mitigation and opportunity recognition; new products accounted for 50% of sales in 2018.
- Implemented agile framework, delivery goals, workflow metrics, and visualization tools (Tableau) to cultivate transparency, track KPIs, and boost employee productivity; improved revenue performance by 15% in 2018.
- Gained a deep understanding of users and customers, identified and filled product gaps, generated new ideas to improve user experience and drive growth, managed competitor tracking, feature lists, roadmap, and backlog.

Product Management Associate / Decision Resources

2011 - 2013

- Supported the Product Manager in the design, testing, and launch of a new platform for the Biopharma division.
- Maintained a prioritized backlog of user stories, features, and defects (JIRA) and supported sprint planning exercises.



## EDUCATION

Brandeis University

2014

M.A: Anthropology

Brown University

2011

B.A: Classical Studies; Pre-Medicine