

NADIM VISRAM

Miami, FL 33180 | m: 954-865-9511 | visramnad@gmail.com | [LinkedIn](#)

OBJECTIVE

STRATEGIC PRODUCT PROFESSIONAL WITH 8+ YEARS LEADING ENTERPRISE SaaS AND PLATFORM SOLUTIONS. PRODUCT STRATEGIST WHO TRANSFORMS COMPLEX OPERATIONAL CHALLENGES INTO SCALABLE, USER-CENTERED PLATFORMS. EXPERIENCE IN 0->1 PRODUCT DEVELOPMENT, PRODUCT DISCOVERY, FEATURE PRIORITIZATION, DATA-DRIVEN EXPERIMENTATION (INCLUDING A/B TESTING), AND LEVERAGING AI/ML INSIGHTS TO OPTIMIZE PRODUCT IMPACT. DELIVERS MEASURABLE BUSINESS IMPACT ACROSS MULTIPLE DOMAINS (FINANCE, ESG, B2B SaaS) THROUGH AGILE DELIVERY, BACKLOG MANAGEMENT, ROADMAP PLANNING, AND CROSS-FUNCTIONAL STAKEHOLDER ALIGNMENT. EXPERT AT NAVIGATING TECHNICAL CONSTRAINTS (API INTEGRATIONS, PLATFORM ARCHITECTURE, AI-ENABLED FEATURES) AND AMBIGUOUS REQUIREMENTS TO SHIP INNOVATIVE, USER-CENTERED PRODUCTS THAT DRIVE ADOPTION. DELIVERED ENTERPRISE-SCALE PRODUCT LAUNCHES IMPACTING 500+ USERS AND ACHIEVED 10% OPERATIONAL EFFICIENCY GAINS.

CORE COMPETENCIES

- Product Management (Product Lifecycle)
- Product Strategy & Vision
- Agile/Scrum Leadership & Sprint Management
- Stakeholder Management
- User-Centric Thinking
- Requirements Gathering
- Market Research & Analysis
- Business Analysis
- Data-Driven Decision Making
- Feature Prioritization
- Go-To-Market Planning
- Customer Journey Mapping
- Leadership & Collaboration
- Strategic Planning
- Project Management
- Competitive Intelligence
- Product Metrics & Analytics
- Process Mapping

PROFESSIONAL EXPERIENCE

LENNAR, MIAMI, FL, 2024-PRESENT | **PRODUCT OWNER, Enterprise SaaS & Platform Modernization**

- Serve as Product Owner for FP&A & Accounting, leading backlog grooming, sprint planning, & refinement of user stories, features, and epics in collaboration with stakeholders & development teams.
- Define comprehensive roadmaps for Oracle EPM platform modernization, prioritizing features based on extensive user research with FP&A Analysts and Finance Managers throughout the organization.
- Conduct user interviews and usability testing sessions with finance teams to uncover critical workflow gaps & translate findings into actionable product requirements.
- Partner with engineering team to define technical requirements, API integrations, and sprint goals across multiple product releases.
- Lead agile ceremonies including sprint planning, backlog refinement, retrospectives, and stakeholder demos while managing competing priorities across Lennar's seven regions.

Selected Achievements:

- Led product strategy for major M&A and spin-off, defining data migration and architecture for 150+ new EPM users.
- Restructured Lennar's JDE ERP platform integration with Oracle EPM and Showcase ETL process, eliminating substantial manual reconciliation work.
- Automated core workflow for 7 regions, reducing the month-end close cycle time by 10% through EPM system optimizations.

CFG, MIAMI, FL, 2023-2024 | **CONSULTANT – Business Systems & Process Optimization**

- Designed requirements and business case for new valuation pipeline system supporting \$16B assets under management (AUM) PE fund; collaborated with technical teams to build workflow improvements that substantially reduced analyst processing time.
- Led discovery sessions with multiple portfolio companies to identify pain points in financial reporting and valuation processes; translated findings into detailed product specifications and process improvement recommendations.
- Oversaw project management tool rollout across consulting team; drove adoption through comprehensive training and iterative feedback loops, improving operational efficiency and reducing project lead times.
- Analyzed business process flows across diverse client engagements to develop activity models, detailed requirements, and scalability recommendations.
- Applied analytical expertise to capture stakeholder business needs, goals and objectives, and features and functions. Selected

Selected Achievements:

- Successfully onboarded a \$10 billion AUM software as a service (SaaS) focused private equity fund and created a valuation pipeline supporting multiple portfolio acquisitions per year.
- Contributed to CFGI's environmental, social, and governance (ESG) market expansion through strategic process consulting for municipal waste management & environmental compliance clients, generating new business opportunities.
- Rolled out new project management tools to improve consulting engagements, improving margins and reducing lead times.

RSM, FT. LAUDERDALE, FL, 2022-2023 | **SENIOR ASSOCIATE/CONSULTANT – Valuation Solutions & Product Development**

- Developed innovative consumer electronics sector valuation model & methodology that won significant new business from one of the US's largest financial institutions.

- Identified critical error in third-party valuation service through systematic quality review process, saving substantial time and costs for audit analytics client.
- Created comprehensive valuation pipeline serving multiple high-value engagements for one of America's largest private capital lenders, establishing repeatable process and standardized tooling.
- Partnered with client management teams to analyze complex financial data, identify systemic process issues, and develop scalable solutions.
- Administered peer quality reviews, shared best practices across team, and mentored junior associates on technical valuation methodologies.

Selected Achievements:

- Achieved substantial success by winning \$25k in new business from one of the US's largest financial institutions by developing a new automobile valuation model.
- Oversaw the creation of a new pipeline for a client by servicing 10 valuations of \$1B+ for one of America's largest private capital lenders.

TECHTRONIC INDUSTRIES, FT. LAUDERDALE, FL, 2021 | **FINANCIAL ANALYST (TEMP) – STRATEGIC PRODUCT ANALYSIS**

- Developed comprehensive go-to-market strategy for electric leaf blowers in US market by performing SWOT analysis, competitive landscape research, and market opportunity assessment.
- Served as primary point of contact for American, Australian, Chinese, European, and Mexican business units regarding Hyperion Financial Management platform rollout and optimization initiatives.
- Conducted in-depth competitor analysis on potential M&A targets and competitor product pipelines, regularly briefing senior management on strategic opportunities and market threats.
- Provided a pivotal role by conducting competitor analysis, managing ESG process mapping, and preparing data visualizations for the CEO and Board of Directors.
- Engaged and managed stakeholders in preparation for joint supply chain ventures and mergers & acquisitions.

Selected Achievements:

- Designed and executed a proprietary ESG data strategy to track 50K+ employees, delivering an executive report that quantified the financial impact of diversity on the company's \$13B revenue.
- Contributed extensively to the mitigation of battery shortages, expansion of electric lawn and gardening tool product offerings, and the acquisition of new orders of computer chips by preparing C-Suite for five M&A and joint-venture meetings with multi-billion-dollar enterprises.

PREVIOUS EXPERIENCE: Sun Capital Partners | **FINANCIAL/BUSINESS ANALYST (2019-2020)** & PwC | **AUDITOR (CONTRACTOR) (2018-2019)** & Miami Dolphins | **TICKET OPERATIONS/CRM DATA ANALYTICS CONSULTANT (2016-2018)**

EDUCATION AND CREDENTIALS

MASTER OF BUSINESS ADMINISTRATION (M.B.A.): *Florida Atlantic University, Boca Raton, Florida; GPA: 3.91*

BACHELOR OF ARTS (B.A) IN POLITICAL SCIENCE: *Nova Southeastern University, Davie, Florida; GPA: 3.61*

CERTIFICATIONS: SAFe (Scaled Agile Framework) Scrum Master | SAFe for Teams Practitioner | Pendo - AI for Product Management

AWARDS AND HONORS

- Lennar Technology Group Recognition for Rausch Coleman IT Integration
- Positive Memory Maker Award Recipient, Miami Dolphins

PROFESSIONAL AFFILIATIONS & VOLUNTEER LEADERSHIP

- Ismaili Professionals Network (IPN) — Product and Technology Volunteer, 2022-Present
- Aga Khan Education Board USA (AKEB) — Marketing & Communications Team Co-Lead, 2016-2018
- Emerge Broward Young Professionals
- British American Business Council, Miami
- Ascend, API Professional Organization

Languages: Spanish (conversational) and Kutchi (conversational)

TECHNICAL EXPERTISE

- **Technical Proficiencies:** Palantir Foundry, Apptio (ATP), Jira, Confluence, Miro, Figma, Lucidchart, Tableau, Microsoft Power BI, SQL (intermediate), Bloomberg Terminal, Oracle EPM, JD Edwards (JDE), Hyperion Financial Management, Microsoft Dynamics, Salesforce, SAP, Workday, Trello, Asana, Notion, Zephyr, REST APIs (working knowledge), Microsoft Office, Google Workspace (G Suite), Microsoft SharePoint, Windows/Mac/Linux OS.