

AHMED MOSTAFA

Product Manager | Product Owner

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PROFESSIONAL EXPERIENCE

Product Owner – Areeb Technology

Jul 2025 – Present

- Directed product planning and commercial requirements gathering for a **FinTech SaaS** platform, unifying **legal** and **financial** investment workflows across multiple integrated systems to support enterprise client needs.
- Prepared detailed functional specifications (**BRDs/PRDs**) covering approval chains, transaction flows, and pricing & operational dashboards, translating business and compliance requirements into scalable product features.
- Coordinated cross-functionally with legal, compliance, delivery, and operations teams to ensure product features aligned with **regulatory standards** and business objectives, mirroring the stakeholder management required across Sales, Presales, and Customer Success.
- Supported end-to-end **delivery** lifecycle management, from requirements definition through **UAT** and rollout, ensuring alignment between technical delivery and commercial & operational goals.
- Owned **Agile ceremonies** (sprint planning, reviews, retrospectives) to keep multi-team delivery aligned with business priorities and customer commitments.
- Improved delivery efficiency and reduced rework by **30%** through Agile process improvements (**Scrum, Nexus**), strengthening cross-team communication and operational **reporting**.
- Built **user-centric**, enterprise SaaS solutions within a highly regulated financial services context, experience directly transferable to managing **compliance-sensitive** SaaS commercial operations.
- Professional Scrum Product Owner™ I (PSPO I)** certified by Scrum.org.

Business Analyst – NEXT Expand

Jan 2024 – Jun 2024

- Conducted discovery sessions with business stakeholders to uncover pain points, map business workflows, and translate complex requirements into prioritized functional specifications for **CRM** and **ERP** solutions.
- Aligned product capabilities with business objectives by validating requirements, managing stakeholder expectations, and identifying scope gaps early to reduce **delivery risks**.
- Performed **gap analysis** and feasibility assessments to recommend solutions that balanced business goals with technical constraints and strengthened solution quality.

Operations & Business Developer Lead – Genius Minds

Apr 2023 – Dec 2023

- Led program design, operations, and business development for a **STEM education** provider delivering coding, robotics, and programming programs to K-12 learners.
- Designed and launched a structured coding and robotics curriculum, defining learning outcomes, scoping program content by age group, and **iterating** based on **feedback** from students, parents, and instructors.
- Identified **new market** segments and institutional collaboration opportunities, contributing to business **expansion** strategy.
- Managed B2B partnerships with **schools, sports clubs** and **corporate** clients, negotiating agreements that expanded program reach and contributed to revenue growth.
- Owned **budget** allocation, resource planning, and staffing across concurrent programs, maintaining operational continuity under tight **capital constraints**.
- Led and coached a cross-functional team of educators and support staff, setting performance expectations and supporting professional development.

Business Development Associate – CIC Canadian International College**Feb 2022 – Apr 2023**

- Contributed to student development and institutional growth at a technical engineering college, with a focus on technology programs and industry **partnership** building.
- Identified, evaluated, and recommended technology training programs aligned with student career needs, gaining early experience in learning product selection and program-market **fit assessment**.
- Developed and maintained partnerships with **government** ministries and private sector businesses, negotiating access to certifications, internship pipelines, and industry resources for students.
- Coordinated between academic departments and **external partners** to ensure program delivery matched student expectations and institutional goals.

EDUCATION**CIC Canadian International College****Sep 2020 – Jun 2025**

BSc Electronics, and Communications Engineering, GPA: 2.94 / 4.00

- Graduation Project: **FleetX** Smart Fleet Management System, supported by **ITIDA** and **ASRT**.
- 1st Rank at CIC Scientific Engineering Day 2023 & 2024.
- Founder & Lead of Google Developer Student Club (2022 – 2023).
 - Ranked among Top 50 Globally & Top 20 MENA at **Google** Solution Challenge.
- Nominated as **Huawei** Academy Ambassador for two academic years in a row (2022 – 2024).
 - Top University 2022 Award.
 - Ambassador Award.
- Participated in various student activities such as IEEE, Radix.

TRAINING EXPERIENCE**Agile Scrum Trainee – Orange Digital Center****Nov 2022 – Nov 2022**

- Covering Agile vs. Waterfall, Scrum theory, artifacts, pillars, methodologies, and **Jira**.
- Successfully earned the **Scrum Foundation Professional Certificate SFPC™**.

SW Testing Trainee – ITI Information Technology Institute**Aug 2024 – Aug 2024**

- Gained hands-on experience in software testing, including test case design, mobile and API testing (Postman, API dog), requirement analysis, and bug reporting.

VOLUNTEERING EXPERIENCE**Coordinator – IEEE Volunteers Empowerment Program****May 2024 – Dec 2024**

- Acted as a key liaison between participants and the program by facilitating communication, coordinating recruitment and evaluation of participants/instructors, resolving issues to maintain a supportive atmosphere, and managing documentation to ensure smooth program operations and successful delivery.

Technical Team Member – Google Developer Group New Cairo**Oct 2022 – Oct 2024**

- Organized and executed technical events (demos, tech talks, hackathons), supported developers in adopting Google products, promoted key technologies like Android, Google Maps, and YouTube, and provided technical expertise to enhance community learning.