Chike **Henry** OBINUGWU – **Founder & Innovator**
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Profile

I am a 3x Founder and seasoned Product Leader with over 10 years of experience driving 0-1 product launches, digital innovation, and business transformation across FinTech, SaaS, blockchain, AdTech, and the UK public sector. I have led cross-functional teams to deliver scalable, market-ready products – generating millions in monthly transaction volumes and consistently exceeding business objectives. My expertise spans both software and hardware, with deep proficiency in agile methodologies, product strategy, stakeholder engagement, and commercial delivery. Passionate about building impactful, customer-centric solutions, I bring a strong track record of turning complex ideas into high-performing products through user-centered design, data-driven decision-making and collaborative execution.

Education and Qualifications   *(Click links to view evidence)*

2022 – 2022	**Wharton Executive Education**	**Product Management and Strategy**
	United States of America	Certification
2014 – 2014	**BCS, The Chartered Institute for IT**	**Business Analysis Practice**
	United Kingdom	Certification
2013 – 2013	**Office of Government Commerce**	**PRINCE II Foundation & Practitioner**
	United Kingdom	Certifications
2012 – 2013	**Southampton Solent University**	B.Sc. (Hons) Information Technology for
	United Kingdom	Business – (1st Class)
2005 – 2010	**University of Lagos; Nigeria**	B.Sc. (Hons) Mathematics & Statistics

Work Experience

July 2023 – Date   Trusted Transfers – SVG – ***Founder, Product Lead*** – *SaaS; FX Exchange, Cross-Border Payments*
- Determined product market demands, created product requirement documents and established long-term goals for the product strategy across main product offerings
- Ideated product from solution brief, identified revenue lines and facilitated design sprints
- Led standups, maintained product backlog and prioritized feature development workflow
- Wrote user stories, scoped work packages with engineers, and drove technical conversations
- Maintained working relationships with key stakeholders, team members, providers and clients
- December 2023 re-launch has processed $ millions in transaction value to date

Feb 2023 – June 2023   UKRI – GOV.UK – ***Project Manager, Central PMO*** – Horizon Europe (HEu) Alternatives
- Responsible for the PMO, leading guidance efforts for Horizon Europe Alternatives workstreams
- Led team meetings, refined the activity backlog and prioritized workflow initiatives
- Collaborated with internal stakeholders to develop process flow documents and plans

July 2022 – Dec 2022   MVF Limited – UK – ***Product/Portfolio Manager*** – *AdTech SaaS; B2B2C*
- Led the **Reliable Volume/Return on Investment** Key Strategic Choice (KSC) initiative
- Collaborated with colleagues in technology, operations and sales, gathering requirements, writing initiatives, EPICs, scoping work, and contributing to technical implementation discussions
- Built and owned strategic partnerships and relationships with relevant stakeholders to drive growth
- Communicated feature and functions updates to cross-functional teams at all levels clearly
- Maintained product backlog, prioritized requests and measured impact using data tools resulting in a 27% faster response to requests and average of 3% MoM in biddable revenue uplift

Feb 2022 – July 2022   UKRI (UK Innovate) – GOV.UK – ***Project Setup Executive, Process Improvement*** – *Grant Delivery*
- Integral part of the project setup team responsible for Horizon Europe Competitions
- Delivered process improvement across documents, workflow, and internal processes and developed dashboards for monitoring and reporting
- Tracked progress and presented regular reporting to BEIS on key progress indicators achieving a 25% improvement in monitoring accuracy and a 70% reduction in reporting turnaround time

Aug 2021 – Nov 2021   Pockit Limited – UK – ***Snr. Technical Product Manager*** – *FinTech SaaS; B2C*
- Facilitated between internal departments and 3rd parties to gather requirements, feedback, wrote user stories, drove technical conversations and scoped out work with engineers
- Led standups, maintained product backlog and prioritized feature development workflow
- Worked with development and marketing teams to develop and deliver features that met requirements, occasionally leading new feature presentations to internal stakeholders, existing high-level suppliers while gathering feedback for optimization
- Delivered Return to Source for risk management, Document Upload, Open Banking, 3DS
- Cumulative efforts resulted in 25% reduction in backlog items, 10% increase in feature development efficiency and 20% increase in stakeholder satisfaction

Oct 2019 – Aug 2021   BidBuddy Limited – NG – ***Snr. Product Manager, Chief Innovation Officer*** – *eCommerce, B2C*
- Crowdfunding eCommerce and Bidding Platform *(think eBay making love to Tinder)*
- Set the product vision and defining the overall strategy from launch to scale
- Responsible for innovation, cross-functional team recruitment, top level engagement and execution
- Facilitated sprint ceremonies including stand-ups, planning, review, and retrospective, ensuring they were productive delivering progress on the outputs required for the product lifecycle
- Led a physical and remote team to launch bidbuddy.app on App stores in June 2020
- Created promotion strategies with the marketing team to deliver the core features of the product, drive engagement and acquisition leading to 200% MoM growth

Sep 2016 – Sep 2019   VoucherPay Limited – NG – ***Founder, Chief Innovation Lead*** – *FinTech, B2C*
- Digitizing money with tokens for value exchange between banked and unbanked
- Structured a seed financing round that raised over $50,000 for the beta product
- Led a team of 5 that delivered a beta version processing over $2m in transactions

Sep 2014 – Date	The VNTS Company Limited – NG – *Founder & Innovation Lead – Devices, B2B*

- Writing the product requirements document (PRD) for a broadband powerline product capable of extending data signals using electrical cabling. Differentiator feature for the product was solving for common Neutral. See document here
- Ran operations, led engineering team and manufacturing partner to deliver NetPremise
- Bootstrapped and raised a seed round of over $55,000 leading to the prototype delivery for Patent Pending NetPremise LTE
- Led fundraising, visited China severally, did manufacturing selection and worked with them to develop market ready NetPremise – See document here. Product has sold over 1,000 pcs in EMEA Markets, was exhibited at GITEX Dubai and CES
- Based on user feedback and market research, filed patent for the first ever combination of Cellular and Broadband Powerline – See document here
- Led negotiations to splitting 50% of R&D costs, built team, and led product ownership engineering efforts to develop the injection molded working prototype of the product dubbed "NetPremise LTE" with a manufacturing partner – See prototype here
- Made business case for pivot to 5G, presented to investors and wrote specification document for successor product dubbed "NetPremise 5G" – See document here
- Led team and product engineering efforts to develop market ready version of NetPremise 5G – See product here. Received a feature from Electronic Specifier here
- Currently working on concept for Integrated Enterprise Grade Router with Cryptocurrency Mining

Aug 2014 – Sept 2014	**CHINA VISITS, COURSES ON HARDWARE MANUFACTURING & PRODUCT MANAGEMENT**

Oct 2014 – Dec 2014	Southampton General Hospital – UK – *Customer Support and Data-Entry Analyst*

- Handled incoming calls, accurately recorded messages, and efficiently directed patient inquiries to appropriate departments
- Transcribed information from paper records into the database management system daily
- Conducted thorough data reviews to ensure the accuracy of inputs, prioritizing deliverables based on their level of importance
- Utilized database systems to retrieve information and generate reports for regular management presentations and reviews

Apr 2014 – Aug 2014	Specsavers UK Limited – UK – *Project Manager/Learning Systems Technical Support*

- Provided support and prompt incident resolution to current LMS
- Documented issues, identified risks, and meticulously recorded all system updates implemented throughout the project's lifecycle
- Collaborated closely with stakeholders to communicate updates, mitigate risks, and provide valuable insights for further system enhancements
- Created and oversaw the delivery of go to market support material and training
- Launched an updated and more efficient LMS with the project team on 28/05/2014

Dec 2013 – Feb 2014	Switch Concepts UK Limited – UK – *Ad Operations Executive*

- Integral part of the AdOps team providing support to various AdServers, managed service clients and other existing clients
- Implemented, managed and supported clients' advertising campaigns using their ad servers by way of trafficking direct, network & RTB campaigns. Provided reports

Oct 2011 – Aug 2012	CBC EMEA Limited – NG – *IT Support/Server Systems Administrator*

- Took responsibility for the day-to-day operational monitoring of the Data-Center Network for the Cloud Services at CBC. Also responsible for testing and deploying new software on the CBC Domain
- Successfully deployed in-house applications, management tools and was managing the IT Infrastructure in the CBC Domain, which included scheduling regular backups for critical systems with limited resources
- Project managed the deployment of concurrent connectivity to the SAP Server and a CMS e-Library
- Pre-emptive solution provision to issues for the accounts department reducing downtime by 40%
- Communicated technical issues and interpreted information involving terminology or concepts unfamiliar to non-technical stakeholders; regularly providing solutions and advising best practices

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Expertise – Product: Wireframing, User Journey Story Telling, Prototyping, Process-Mapping, Product Road-mapping, Business Analysis, Agile, Scrum, Kanban, Product Discovery, Product Management, Product Delivery. Product Coaching

Expertise – Business: Innovation, Manufacturing, Hardware and Software Product Development and Delivery, Negotiations, Project and Stakeholder Management, Executive Communication, M.S. Office, Foreign Currency Dealing

Knowledge – Tech: Networking, Excel, SQL, Python, JIRA, Zoho, Figma, Airtable, Clickup, Looker, Balsamiq, Whimsical, Looker, Typeform, Webflow, Google Suite, Zapier, Basecamp, AWS, Github, Gitlab, Product Board, Web 3, Blockchain

Interests: Technology, research, current affairs, developing and executing innovative ideas, getting involved with organizing and managing projects, travelling, documenting experiences, socializing, networking

Achievements:
  VNTS Team Lead – GITEX Dubai 2020 Exhibition; – *Sponsorship via NITDA*
  VNTS Team Lead – FBStart 2019-2020 Cohort; – *Facebook Accelerator; Grant Funding $20,000*
  Nominee, Africa Prize for Technology; 2017 – The Future Awards
  NetPremise, Best Innovative IT Product; 2016 – Nigerian Innovation Summit