

## Sania Khsuhbakht Jamil

Product Owner | Sales, Payments, Insurance, and Subscriptions - SaaS  
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### Aspiration

I am an experienced product owner looking to expand my product portfolio and take on a new challenge. I am a technical product owner who has developed an interest in the technical aspects of the insurance industry, sales, payments, and subscriptions. I am a Product manager who can understand code and user insights to develop the most efficient and optimally realistic roadmap.

### Skills

Product Discovery • Roadmapping • Backlog Prioritization • KPI Definition & Tracking • User Research • Vibe-coded prototyping  
Agile (Scrum, Kanban, SAFe) • Cross-functional Leadership • Stakeholder Alignment • Global Rollouts  
API Architecture • Subscription Product Lifecycle • Systems Integration • Data Layer Design • SQL/Analytics • AI-Driven Development and Vibe Coding

### Work Experience

#### Senior Product Owner, Nexure (Sales Platform) - Electrolux, Sweden

Sep 2023 – Present (Break for 7 months at Munters - role below)

- I led the end-to-end delivery and strategy of a high-volume B2B/B2C sales engine for insurance and service products along with my product manager. I specialize in bridging the gap between complex business logic and technical execution in high-velocity, regulated environments.
- The contact center primarily uses the platform to support the sales and support activities for the player. It is integrated with chat on the website to quickly support the player.
- Led the transition from V1 to V2 architecture, reducing operational effort by 40% and increasing development velocity by 30% and ½ time-to-market.
- Delivered B2B solutions integrated with insurance providers while simultaneously launching a consumer-facing payments platform with Klarna, Adyen, Stripe, and Cash payments.
- Designed and launched an offer/price configurator and automated user flows that support the initiatives to improve player retention and lifecycle. (e.g dynamic pricing/discounts based on channel or player behaviour)
- Improved player lifecycle per product and channel to fit the new era of consumer habits. Improved the UX of consumers and business stakeholders to improve retention by about 10%.
- Managed the migration of 3 countries in a single quarter and coordinated synchronized 4-country rollouts, aligning engineering, testers, UX designers, cross-functional teams, and operations across diverse markets in the EU and NA.
- Used KPIs, i.e., ROI, sales conversion, NPS, CSAT, etc., to direct the product development and follow progress.
- Built prototypes of features using AI with Claude Code to communicate with every role involved to improve the time to market. (e.g., fraud detection LLM, chargeback solution)
- Trained an LLM to learn the context of our product and become a knowledge PO to be able to communicate with other POs efficiently. Worked intensely on documentation quality to make it useful.
- Directly worked on the improvement of product operations within the team and trained (SAFe), using evolving principles with AI.

#### Delivery Lead/Transformation Manager (IFS ERP) - Munters, Sweden

Oct 2024 – Apr 2025

- Led end-to-end IFS ERP rollout for Czech manufacturing site, driving adoption of standardized global processes and unified data models.
- Designed a repeatable rollout framework, including governance, templates, and an operating model, later adopted for Sweden and US implementations.
- Applied process mining to identify bottlenecks and optimize rollout efficiency

### **Solutions Engineer and Solution Delivery, Post-Purchase Enterprise Services - Electrolux, Sweden**

*Sep 2020 – Aug 2023 (two roles summarized)*

- Led discovery and solution engineering to enable appointment booking and payment via the web channel. Designed integration flows with engineering and piloted in one market
- Coordinated with the UX designer, engineers, testers, and commercial teams continuously to manage the development and release of the MVP solution (mentioned above).
- Coordinated multi-team delivery to execute synchronised 4-country rollout, aligning business, engineering, and operations stakeholders to ensure readiness and consistent customer experience.
- Used KPIs, incident data, and adoption signals to prioritise enhancement backlog and inform rollout sequencing.

### **Software Engineer - VentureDive, Pakistan**

*Jun 2018 – Mar 2020*

- Developed application features (front-end + back-end) in healthcare and supply chain platforms — collaborating closely with Product to translate requirements into technical implementation.

### **Tech Stack & Tooling**

Microservices & Services Integrations • API-First Vision Execution • Product Analytics (Google Analytics, PowerBI) • Agile (Scrum, Kanban, SAFe, Lean) • AI driven development • Documentation tools • Reactjs • Javascript

### **Certifications**

- SAFe Release Train Engineer — SAFe (2023)
- IBM Product Owner — Coursera (2025)

### **Education**

BS in Computer Science — Ghulam Ishaq Khan Institute of Engineering Sciences and Technology, Pakistan

Graduated: June 2018 | CGPA: 3.44/4.00