

NICHOLAS OLANIYI

Remote | UTC+0 / UTC+1

nicklaniyi@gmail.com | [LinkedIn](#) | [GitHub](#)

PROFESSIONAL SUMMARY

Technical Product Manager with extensive experience leading multiple live SaaS, fintech, and marketplace platforms. Proven track record of managing 39+ active tenants and thousands of end users in production environments. Expert in designing product strategy, multi-tenant systems, and monetization models that drive revenue and platform scalability.

CORE SKILLS

- **Product Leadership:** Product Strategy, Roadmap Prioritization, Monetization Strategy, Go-to-Market Strategy, Stakeholder Management, Agile Delivery, KPI Definition, A/B Testing, User Story Mapping, Competitive Analysis, Product-Led Growth.
- **Technical Expertise:** Multi-tenant Systems, System Design, API Architecture, Backend Systems (PHP/MySQL), Frontend Coordination, RBAC, Database Design, Cloud Architecture Principles, SaaS Scaling, DevOps Coordination.

PROFESSIONAL EXPERIENCE

Visibility Logic

Technical Product Manager | March 2025 – Present

- Lead product and technical delivery of LiveTrader, a multi-tenant SaaS trading platform for brokerage and prop trading firms.
- Own the end-to-end product lifecycle from architecture design through production deployment.
- Designed multi-tenant SaaS architecture supporting 39+ active tenants and thousands of traders.
- Redesigned onboarding and tenant activation flow, significantly reducing friction and increasing subscription growth.
- Standardized SaaS monetization, increasing pricing from flexible sub-\$300/month plans to a \$700/month per tenant model.
- Introduced a product-led onboarding model with controlled trading limitations to drive premium upgrades.
- Coordinated cross-functional execution across engineering teams and third-party API integrations (payments, market data, messaging).

CupidFaces

Technical Product Manager / Product Builder | September 2025 – Present

- Lead design and execution for multiple live platforms including NaijaBased, GymProhub (CRM), SalesCall (CRM), and JobHunt (AI-powered).
- Designed NaijaBased marketplace, supporting 2,200+ businesses through organic adoption.
- Built a freemium onboarding model allowing vendors to create business pages and QR menu systems at no cost.
- Implemented monetization systems including ads, featured listings, and tiered subscription models (Pro & Premium).
- Streamlined operations by implementing a paid verification system, replacing manual onboarding.
- Designed and built full-stack systems using PHP/MySQL and migrated to Next.js for frontend performance.

SportConn

Product Contributor (Pickup Games Module) | February 2025 – August 2025

- Contributed to product ideation and delivery of the Pickup Games module from concept to production.
- Collaborated with developers and stakeholders to align technical execution with user experience requirements.
- Supported the onboarding of approximately 30 venues and 100+ users during the initial rollout.

EDUCATION

Bachelor of Science, Computer Science

National Open University | 2016

Relevant focus: Systems Design, Software Engineering, Database Systems, Algorithms.

CERTIFICATIONS

- Scrum Fundamentals Certified (SFC) — SCRUMstudy
- Introduction to Scrum — PMI (LinkedIn Learning)