

ARAN ANSARI

Product & Operations

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a. Somerville, MA

EXPERIENCE

Founder @ EDGAR Insights

June 2024 - Current

Quarterly Newsletter Subscription for SEC Filing Data Reports.

- Developed and designed stand-alone website built on HTML, CSS, JS, SQL & Python

Maininvest

Seed-Stage Fintech Startup - Small Business Investment Marketplace

Product Manager / Growth Strategy Associate

July 2019 - June 2024

- Facilitated the product development cycle for the marketplace, **building 0-1 features**, and scaling the core product to **75K users**.
- Owned our PostgreSQL database, structuring and querying in SQL and Excel to generate over **700 reports** and **150+ dashboards**.
- Led strategic cross-functional initiatives to **increase customer LTV**, shipping on-platform "wallets" and reinvestments, supercharging **average revenue from repeat users by 3X**.
- Ideated **dozens of MVPs** through product feedback loops, interviewing **hundreds of users** and iterating for success towards Product-Market-Fit.
- Scaled and automated internal operational processes, **reducing sales cycle by 35%**.
- Managed relationships with **300+** businesses over their user journey, auditing **>50K** payments, underwriting **\$20M** in investments, and more.

Internships: Gigzolo (acq. Glia), YearUp, Paravane Ventures

VOLUNTEERING

Cambridge Local First

Local and longstanding non-profit network of 500+ locally-owned businesses.

Advisory Board, Finance

July 2022 - Present

- Advise the org and its members on financial matters and fundraising opportunities.

EDUCATION

Isenberg School of Business, UMass Amherst

BBA in Finance - *Double Minors in IT & Economics*

PORTFOLIO

LINKEDIN

SKILLS

Product: Roadmapping, PRDs, Wire-framing, User Research & Interviews, Cross-collaboration, Due Diligence

Technical: SQL (Postgres), Excel, Figma, Github, HTML, CSS, Javascript, R, Python