

VICTOR FATEH

Engineer turned PM with 8+ years shipping at scale in regulated industries, across consumer mobile and backend SaaS, lately AI. I lead multi-team portfolios, sweat the details, and turn complexity into focused bets.

CONTACT

✉ victorsfateh@gmail.com
🌐 victorfateh.com
📍 Sydney, Australia

SKILLS

Product

- Outcome-driven product strategy
- Multi-team portfolio leadership
- Cross-functional orchestration (eng, design, GTM, ops)
- Experimentation & evidence-based bets
- Pricing, packaging & commercials

AI

SHIPPED AI Insights, Blinq MCP, Blinq Prospector
WORKFLOWS Claude, ChatGPT, Clay
PROTOTYPING v0, Lovable, Cursor

Tools

FORECASTING ChartMogul, SQL
ANALYTICS Amplitude, Mixpanel, Datadog
CUSTOMERS Gong, HubSpot, Intercom
DESIGN Figma, Miro, Canva
PLANNING Linear, Notion, Jira
BUILD TS, JS, Node, Vue, Git, CI/CD

Other

Photography Filmmaking
Color theory Aviation
Overlanding
Human centered design

LANGUAGES

- English
- French
- Spanish

EDUCATION

San Jose State University
Bachelor's in Computer Science

EXPERIENCE



Blinq

Lead Product Manager

2026 – Present

- Group lead on the Business, Integrations & Workspaces teams: cross-team prioritization, hiring & delivery
- Own product strategy across all of Blinq: roadmap, pricing & packaging for the full B2B portfolio
- Increased ACV by **5X** with the launch of new product tiers
- Increased user activation from **22% to 40%** with better onboarding & nurturing

Sr. Product Manager

2025 – 2026

- **40+ experiments** across activation, retention & churn reduction
- Launched Blinq Campaigns, Lead Capture, Workspace tags & the integrations ecosystem in under 3 months; the highest feature velocity in Blinq's history
- Shipped AI Insights and co-built Blinq's MCP server with the team, opening the product to customers' AI workflows
- Revived engagement with sales & users via weekly show-tells, voice-of-customer sessions & lifecycle marketing
- Reached feature parity with top 2 competitors in my first 6 months, reducing enterprise sales loss by **~35%**



Sr. Product Manager

Kanopi Cover

2023 – 2025

- Transitioned Kanopi from a service org to a product-driven one
- Drove the product roadmap to target key enterprise clients, going from **0 customers to 4** in six months, each with ARR of **\$150K+**
- Identified and eliminated redundant infrastructure, saving the company **A\$100,000 annually** in hosting & logging expenses
- Re-defined roadmap to align with GTM, team capacity & vision
- Worked closely with executive, marketing, eng & design teams to align on customer outcomes
- Engaged with prospects & customers continuously to identify key unmet needs and drive user growth



Socotra

Product Lead · App Marketplace

2020 – 2023

- Launched the insurance industry's first no-code ecosystem: from ideation to delivery to scale
- Marketplace accounted for **40% of Series C funding**, \$20M of the \$50M total (USD)
- Leveraged an iterative product plan to deliver critical features just-in-time, leading to an average of **+20% in upsell** per customer
- Hired & managed cross-functional teams in the US & Australia
- Worked with internal stakeholders: exec, partnerships, marketing, sales & support teams
- Engaged closely with customers to understand their needs and incorporate it into the product

Sr. Solutions Engineer · Core Platform

2019 – 2020

- The first solutions engineer hire & **employee #9** at Socotra
- Technical advisor, subject-matter expert and problem solver for enterprise customers
- Defined project architecture best practices with enterprise engineering teams
- Planning, discovery, implementation, risk mitigation and launch
- Worked with cross-functional teams to define product integrations, training & implementations
- Pre-sales support, post-sales customer success and solution design



Software Engineer

Stanford School of Medicine

2018 – 2019

- Turned a **\$10M microscope** into a **\$20 disposable** one
- Developed radioluminescence microscopy software for med-teams
- Implemented the camera module & imagery integration, optimized for embeddable hardware
- Defined open-source strategy and introduced public documentation