

# Nadia Farooq

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## Product Management Executive

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Track record of driving strategic product initiatives, directing complex technology transformations, fostering fruitful partnerships, and delivering value-added solutions across diverse industries, including FinTech.

Versatile leader known for leading cross-functional teams to develop and launch enterprise-level products, leveraging deep expertise in supply chain risk, ESG forecasting, and data-driven decision-making. Experienced in conducting market research, usability studies, and competitive analysis to inform product strategy and roadmap development. Successful in translating complex technical concepts into actionable business strategies, securing patents for innovative solutions, and establishing lasting relationships with stakeholders, including C-level executives, to align product vision with organizational goals. Passionate about leveraging cutting-edge technologies such as blockchain knowledge, AI/ML, and probabilistic graph models to solve complex business challenges and drive market growth.

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### Areas of Expertise

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|--------------------------------|---------------------------------|--------------------------|
| • Product Strategy Development | • User Acceptance Testing (UAT) | • Stakeholder Engagement |
| • Digital Transformation       | • Data-driven Decision Making   | • Regulatory Compliance  |
| • Market Research & Analysis   | • Team Leadership & Training    | • ESG Trend Forecasting  |
| • Innovation Management        | • Technology Transformation     | • Agile Methodologies    |

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### Success Highlights

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#### ESG Supply Chain Forecasting Patent (US-11488075-B1)

2022

- Utilized API to gather news articles and employed advanced Python and R packages for sentiment analysis using Panjiva data to predict supply chain demand.

#### ESG Market Trend Forecasting Patent (US-20220327567-A1)

2022

- Leveraged API for news article retrieval and applied sophisticated Python and R packages for sentiment analysis using Panjiva and ESG scores data to anticipate ESG Market Trends for public companies.

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### Career Experience

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#### S&P Global – New York, NY

2023 – Present

Associate Director – Supply Chain Risk Strategic Planning

Execute integration of supply chain usability studies and market research to formulate business strategy and roadmap for a Supply Chain Risk platform utilizing probabilistic graph models. Enable customers to engage and construct probabilistic graph models by crafting a strategic plan and business strategy for Supply Chain Risk platform.

- Leveraged robust project management skills to lead \$12M revenue project for DARPA (Pentagon), performing analysis on 50 USGS minerals to provide insights on cost, supply, and increasing demand for industrial applications, especially rare earth minerals.
- Steered establishment of a vision for geopolitical, environmental, economic, and regulatory risks through prototypes to support stakeholders in visualizing market requirements and scenarios.
- Designed a go-to-market plan for launch of the supply chain risk product to customers.
- Amplified cross-departmental collaboration with commercial, product, and marketing teams by 50% within 6 months of tenure through targeted usability improvements and iterative feedback mechanisms.

#### S&P Global – New York, NY

2021 – 2023

Associate Director – Product Management & Innovation

Utilized robust teamwork and interpersonal capabilities to serve as an integral member of Technology Enablement leadership team. Directed development and execution of efficient product roadmaps and strategies consistently throughout tenure.

- Supervised and guided 6 product managers and 4 engineers from ideation to launch of enterprise workflow automation solutions.
- Boosted platform satisfaction by 70% by instituting cross-functional UAT framework and updating senior leadership every week.
- Implemented Data Governance and privacy by design principles in collaboration with Privacy & Legal teams.
- Utilized AI/ML techniques, JSON API queries, Python, and R to predict ESG Supply Chain demand accurately.
- Secured two patent approvals from USPTO in 2022 for prototypes developed in 2021 with S&P Global.
- Delivered over \$2M in organization savings via initiation of cost-saving measures.

Senior Manager

Cultivated essential partnerships with Data Architecture teams to collaborate on development of updated DMS. Functioned as a key product owner for Internal Marketplace to enhance retrievability of (market data) metadata throughout organization.

- Steered construction of intricate API queries in JSON format for crucial database elements containing company's market data, resulting in a 70% decrease in the Data Architecture team's workload.
- Developed prototype for S&P Ratings' Data Science Academy using advanced AI/ML techniques, JSON API queries, Python, and R to focus on ESG Market Trend Forecasts. Ensured prototype's eligibility for patent submission in 2021.
- Crafted API queries utilizing JSON, serving as the basis for patents acquired later in my career, leading to a 70% reduction in workload for the data architecture teams.

**S&P Global – Chief Data Office – New York, NY****2016 – 2017**

Senior Business Analyst – Data Specialist

Leveraged a unique combination of analytical and managerial skills to orchestrate transformation initiatives for primary stakeholders within company to establish innovative automated and cohesive product code generation system. Headed a wide range of business transformation initiatives to facilitate organizational evolution to achieve improved processes and outcomes.

- Secured endorsement from 50+ stakeholders throughout organization for new procedures, necessitating building agreement as each stakeholder had disparate approaches.
- Directed and completed two high-value projects, each ranging from \$10 to \$20M, focusing on creation of new product codes for Finance sector, resulting in streamlined financial operations and data management.
- Accomplished 40% decrease in labor hours, improved visibility, and faster value realization by collaborating with diverse teams to pinpoint operational issues and create remedies.

**S&P Capital IQ – New York, NY****2012 – 2015**

Senior Business Analyst

Kept a primary focus on enhancing data accessibility and functionality for financial analysis tools, while serving as a Business Analyst for the S&P Capital IQ Data API and Excel Plug-in team. Promoted to Technical Product Manager for the S&P Capital IQ Office Suite, including responsibilities for advancing the Charting capabilities, leading to major improvement in analytical tools provided to clients.

- Selected to contribute to significant initiative to integrate CAP IQ data within Goldman Sachs Symphony application, involving development of specialized queries to retrieve and showcase marketable data, aimed at supporting acquisition of new clients.

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## Additional Experience

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**Senior Financial Data Analyst** | Imagine Software – New York, NY

- Constructed 50 yield curves for various global currencies, utilizing LIBOR and EURIBOR data sourced from Reuters.
- Developed expertise as Subject Matter Expert (SME) in fixed-income securities, like convertible bonds and floating-rate notes.
- Attained 99.5% accuracy rate in analyzing financial data by improving data validation processes and creating data Accuracy tool.

**Volunteer: Executive VP of Education & Advocacy, Board Director (Non-Profit)** | U.S. Navy League – New York Council, NY

- Maritime Security Conference: Forged partnership between S&P Global and U.S. Navy League, aligning them on joint panels to achieve mutual goals. Headed advocacy campaigns leading to 15% surge in public endorsement for military education initiatives.

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## Education

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**Harvard Business Analytics Program** | Harvard University – Online*Graduated with Distinction* | Joint Venture Between 3 Harvard Shields: Harvard Business School, Harvard SEAS, and Harvard FAS**Master of Science in Statistics: Finance** | Columbia University – New York, NY**Bachelor of Science in Statistics & Mathematics: Operations Research & Psychology** | Rutgers University, New Brunswick, NJ

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## Technical Proficiencies

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**Development & Data:** Azure DevOps | API | JSON | Python | R | SQL | Machine Learning | Sentiment Analysis | NLP | AI**Tools & Platforms:** Microsoft Office | Salesforce

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## Awards & Accolades

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**Winner**, Harvard Business Analytics Program Innovation Contest | CEO Recipient Award | **Harvard Business Review**, Advisory Council Member