

UMAR ABUSHABAN

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PROFESSIONAL SUMMARY

Product Manager | KYC/AML & Fraud | AI-Driven Risk Products

Technical AI Product Manager with six years of experience across financial technology, data products, and defense technology. Own a \$185MM KYC/AML and fraud-risk portfolio and lead generative-AI products projected to drive multimillion-dollar revenue growth. Hands-on product builder who uses Claude Code, Cursor, GitHub Copilot, Gemini, and Figma to rapidly translate customer problems into functional prototypes, AI workflows, wireframes, and production-ready product requirements.

EDUCATION

George Washington University

Doctor of Engineering (DEng), Artificial Intelligence and Machine Learning

January 2026 - January 2028

GPA: 4.0

Columbia University

Master's, Technology Management

August 2022 - August 2023

GPA: 3.8

University of Virginia

Bachelor's, Computer Science

- Data Science Minor

June 2020 - May 2022

GPA: 3.9

PROFESSIONAL EXPERIENCE

LexisNexis Risk Solutions

Product Manager – KYC/AML & AI Risk Products

August 2024 - Present

Remote

- Own product strategy, roadmap, and quarterly OKRs for a **\$185MM annual-revenue portfolio** supporting KYC, AML, fraud, and due-diligence workflows for 50+ Tier-1 banks and fintechs.
- Lead development of an **open-ended generative-AI assistant embedded across the customer portal**, creating cross-product experiences spanning offerings that collectively generate **more than \$1B in annual revenue**.
- Use **Claude Code, Cursor, and Figma** to rapidly prototype AI features, user workflows, wireframes, and functional concepts alongside engineering, data science, and UX teams.
- Translate investigator and compliance-team research into AI case summarization, next-step recommendations, risk scoring, and anomaly-detection capabilities projected to reduce review time by approximately **40%**, improve analyst productivity by **30%**, and create approximately **\$8MM in upsell opportunities**.
- Lead a 12-person cross-functional team across engineering, data science, UX, sales, and marketing; delivered six major releases in 2025 while reducing concept-to-launch time by approximately **25%** through iterative delivery and earlier go-to-market alignment.

Dinar Trading & Consulting

Senior Product Manager

June 2020 - August 2024

Fairfax, VA, USA

- Led product strategy and development for an internal and customer-facing defense contracting platform generating approximately **\$15MM in annual revenue**, growing revenue by approximately **25% over two years** through new capabilities and customer expansion.
- Embedded **AI/NLP capabilities** into the platform to extract key terms, requirements, and risk indicators from RFPs and contracts, reducing manual data entry by approximately **40%** and improving data completeness.
- Conducted user research with operations and business-development teams to redesign contract and opportunity-management workflows, enabling analysts to process approximately **30% more deals per week**.
- Established PRD, backlog, sprint, demonstration, and executive-review practices that increased on-time delivery of major releases to approximately **95%**.

UVA Health

Data Scientist

January 2022 - May 2022

Charlottesville, VA, USA

- Built Python/R pipelines to clean, unify, and analyze multi-site clinical trial datasets, producing reports and dashboards that informed feature ideas for internal research tools.
- Partnered with product and engineering to translate findings into scoped backlog items and capacity plans, helping the team prioritize work against OKRs.

Leidos

Software Engineer

May 2021 - August 2021

Charlottesville, VA, USA

- Built and shipped backend services and UI components for a command-and-control web application used by defense operators, working in a small agile engineering team.
- Profiled and optimized mobile client performance (caching, API batching), cutting median screen load times by ~30% and improving reliability in low-bandwidth environments.
- Instrumented key workflows and wrote SQL queries/dashboards to analyze operator behavior after deployment, feeding insights into feature priorities and usability tweaks.

SKILLS

AI & Rapid Prototyping: Claude Code, Cursor, GitHub Copilot, Gemini, ChatGPT, Prompt Engineering, LLM Workflow Design, AI-Assisted Coding, Functional Web Prototyping

Product: Strategy & Roadmapping, OKRs, Discovery, User Research, PRDs, Experimentation, GTM, Stakeholder Alignment

Technical: Python, SQL, R, APIs, AI/ML Products, Dashboards & Data Visualization

Design: Figma, Wireframe, Interactive Prototypes, User Flows, Design Handoff

Domain: KYC/AML, Fraud, Financial Crime, Due Diligence, Risk Screening, Defense Technology