



ANTONI D. PEYCHEV

Product Manager

 [linkedin.com/in/adpeychev/](https://www.linkedin.com/in/adpeychev/)

 antonipeychev.me

 antoni.peychev@gmail.com

 EU, UK

PERSONAL PROFILE

A **senior** product manager with **13 years** of **professional** experience **building, maintaining** and **growing B2B** and **B2C** products in the **fintech, legaltech, taxtech, healthtech, insurtech** and **SaaS** sectors.

WORK EXPERIENCE

Senior Product Manager (Fintech, Legaltech, SaaS)

Netguru | Remote | July 2022 - Present

- Decreased user onboarding time by 30% for a fintech unicorn
- Improved conversion rate by 25% for a legaltech startup

Senior Product Manager (Insurtech, Healthtech)

SaturnF1 | London | Sept 2021 - June 2022

- Built up a healthtech startup from discovery to MVP
- Advised investors on pre-seed investment opportunities

Digital Transformation Manager (Taxtech, SaaS)

Leyton R&D | London | Jan 2018- Aug 2021

- Lead a 20 person cross-functional global team
- Managed 25 digital products (APIs, AI & ML, ERP, CRM)

PMO analyst (Salesforce, Consulting, SaaS)

IBM iX | London | April 2017- Jan 2018

- Ensured the success of 40 EMEA-wide Salesforce rollouts
- Delivered regular AGILE training to 200+ consultants

Product Specialist (Legaltech, Consulting, SaaS)

Thomson Reuters | London | June 2014- April 2017

- Built the litigation process into an automated workflow tool
- Increased profitability by 10% by integrating legacy products

EDUCATION

BPP University

MA in Business and Law | Oct 2015 - Nov 2016

University of Kent

LLB Law | Sep 2007 - Aug 2010



KEY ACHIEVEMENTS

PLC @ THOMSON REUTERS

Indexed, meta-tagged and classified **3000** civil law **queries**, **reducing the time** it took **user to find correct information** by **50%**.

TAMECOCS @ SATURN F1

Pitched a healthtech startup idea to **20+ UK-based insurers**, securing **5 partnerships** which ended in a **successful MVP build**.

MOOVE.IO @ NETGURU

Built and rolled out a user self-onboarding platform for an **African fintech unicorn**, **saving \$100k+** in **operating costs** across **6 months**.

SKILLS

SUMMARY

User Experience

Stakeholder Management

Market Research

Requirements Gathering

Product Development

Product Strategy

TOOLS & SOFTWARE

JIRA

Canva

MIRO

Salesforce

LucidChart

Google Analytics

NOTABLE PRODUCTS



Thomson Reuters Practical Law

Legal knowledge management platform



Moove

Democratised access to vehicle ownership



Thomson Reuters HighQ

Legal CMS with automated workflows