

Amir Hanan Salem

Phone: 054-4974974 | email: amir974@gmail.com | LinkedIn: [linkedin.com/in/amirhanan](https://www.linkedin.com/in/amirhanan)

Senior product leader with 10+ years leading product strategy and cross-functional execution across financial infrastructure, B2B platforms, data-intensive products, and complex technical environments. Strong technical foundation in distributed systems, APIs, data integrity, analytics, and platform modernization. Experienced in turning complex operational, regulatory, and technical constraints into clear product decisions and scalable platform capabilities.

LEADERSHIP HIGHLIGHTS

- ◆ Led a 30-person R&D organization delivering enterprise platforms for 20,000+ global users (Amdocs).
- ◆ Directed multi-stakeholder platform adaptation in China across Compliance, Banking Relations, Treasury, Ops, and GTM, preserving business continuity through data-informed workflow redesign (Payoneer).
- ◆ Co-led high-performance fintech infrastructure initiatives, including HA services, microservices modernization, and latency-critical pricing engines (OM2).
- ◆ Led product vision, technical product direction, and the SaaS pivot as first hire and executive-team member (EveryMatch).

Selected Work & Writing: amirhanan.com

PROFESSIONAL EXPERIENCE

PAYONEER – Senior Product Manager | 2020–2025

Domain Ownership

- ◆ Owned roadmap and end-to-end delivery for FX capabilities, bank/partner integrations, and shared API/platform capabilities supporting complex cross-system workflows.
- ◆ Owned Treasury-facing capabilities spanning operational controls, funding/liquidity monitoring, and selected bank/API-enabled workflows.
- ◆ Product focal point for China-market initiatives, translating regulatory, partner, operational, and leadership constraints into executable product paths.

Cross-Functional Leadership

- ◆ Partnered with Treasury, Compliance, Banking Relations, Operations, GTM, Finance, and Engineering to design resilient, risk-aware workflows across internal platforms and external banking integrations.
- ◆ Drove roadmap prioritization across complex platform and data dependencies, balancing adoption, business impact, operational resilience, compliance, and engineering constraints.

Key Achievements

- ◆ Led a major bank-verification/KYC initiative that increased customer eligibility from ~60% to ~90% globally by reducing verification friction and improving completion paths.
- ◆ Maintained business continuity during major China regulatory changes through a compliant third-party payments solution spanning partner integration, customer onboarding/KYC requirements, and regulated payment flows.

OM2 TECHNOLOGIES – Senior Product Manager | 2016–2020

Co-led multi-team delivery of high-performance financial and technical infrastructure across pricing, analytics, reliability, and auditability.

- ◆ Reduced algo pricing latency from >30s to <2s, protecting ~\$970K in P&L within weeks.
- ◆ Delivered zero-downtime deployment via HA clustering and leader-election architecture (99.99% SLA).
- ◆ Purged ~50% of 1.6B legacy transactions and optimized write logic, improving analytics velocity, data usability, and storage efficiency.
- ◆ Built an asynchronous Proof-of-Expiry microservice enabling regulatory-grade auditability, dispute resolution, and operational transparency across time-sensitive workflows.

EVERYMATCH – VP Product & Technology | 2012–2015

- ◆ First hire and executive-team member; led product vision, roadmap, technical product direction, and the pivot to a configurable multi-tenant B2B2C SaaS platform.
- ◆ Managed Product and QA, working closely with the technical lead/architect on platform execution.

AMDOCS – Development Manager / Integration Manager | 2008–2010

- ◆ Managed a 30-person R&D organization delivering enterprise platforms for 20,000+ global users, with direct responsibility for people leadership and execution.
- ◆ Owned roadmap and delivery for HR, knowledge, document, and internal collaboration systems.
- ◆ Co-led integration for Sprint's nationwide 4G rollout across billing, CRM, provisioning, and onboarding systems.

Skills: Product Strategy • Platform Products • Financial Infrastructure • Data & Analytics • APIs & Integrations
• Distributed Systems • Operational Workflows • Product Leadership • Cross-Functional Execution

EDUCATION: BA Business Management (Honors), College of Management • Mamram Programmer & Software Analyst (IDF C4I Corps) • 6 years, Israeli Air Force