Victor Ugboaja

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EXPERIENCE

Product Manager February 2026 – Present
Giveledge *Ottawa, ON*
Pre-seed financial services company that provides discovery, impact reporting and due diligence products to unlock institutional and individual funding for nonprofits.

- Identified compliance and reporting bottlenecks impacting funder visibility and grant access through 25+ targeted discovery interviews with nonprofit executive directors.
- Defined the initial product roadmap and wireframes; currently running usability tests across 2 core workflows (due diligence & impact visibility) with pilot partners.
- Assessed unit economics and regulatory risk for a planned payment feature by evaluating 3+ Canadian PSPs on FINTRAC compliance, transaction fees, and payout speeds.
- Designed search and filtering discovery features enabling funders to evaluate vetted charities and initiative metrics prior to capital disbursement.

Territory Sales Manager May 2023 – February 2026
Globalfaces Direct *Ottawa, ON*
Private-equity-backed B2B fundraising company serving 60+ nonprofit clients across North America.

- Partnered with product, engineering, and GTM teams to streamline user registration and payment setup, reducing completion time by 80%, from 20 to 4 minutes.
- Led a product pilot that acquired 400+ new users and fulfilled one of the requirements for a $400K annual charity client contract, with renewal subject to review.
- Drove $30K in monthly recurring revenue for a nonprofit client by diagnosing field adoption barriers and refining product marketing messaging and UI guidance for sales teams.
- Delivered field performance analysis and recommendations that executives used to demonstrate client value and support enterprise account decisions.

Sales Team Lead May 2022 – May 2023
Globalfaces Direct *Ottawa, ON*

- Prevented donor registration drop-offs and lost signups by identifying field validation edge cases (e.g., address lookups, transit number mismatches) and collaborating with product teams to refine form verification logic.
- Prioritized technical bug fixes and product requirement logs for engineering by systematically triaging recurring registration software errors and qualitative payment failure reports.
- Reduced field onboarding errors and accelerated representative time-to-productivity by training 15+ reps on standardized software troubleshooting and digital checkout workflows.

PROJECTS

The Philanthropic Scout Network | *TypeScript, JavaScript, HTML/CSS, Auth0, ElevenLabs*
AI-assisted nonprofit discovery prototype designed to help resource-constrained charities access funding opportunities beyond traditional grant applications.

- Designed screening features to help grantmakers identify charities aligned with their funding priorities.
- Created an ElevenLabs voice agent and used AI tools to integrate it into the prototype, helping funders compare nonprofit missions with their funding priorities.

Water Ledger | *JavaScript, HTML/CSS*
AI-assisted water-distribution planning prototype; led product management work to address unreliable water access in underserved Indigenous communities.

- Designed household water-inventory tracking to identify families at risk of shortages and prioritize deliveries.
- Designed a reporting interface to give municipal water-distribution teams visibility into household water needs, delivery status, and service gaps.

EDUCATION

Carleton University Ottawa, ON
Bachelor of Arts, Political Science

TECHNICAL SKILLS

Product Management: Customer Discovery, Product Roadmapping, Feature Prioritization, Usability Testing, Prototyping, A/B Testing
Data & Analysis: Microsoft Excel, Basic SQL, Data Quality Review, CRM Data Management, KPI Tracking, Performance Reporting, Qualitative Research
Developer & AI Tools: Basic JavaScript, HTML/CSS, Git, GitHub, Jira, Cursor, Claude Code, GitHub Copilot