

NATANAEL MOTA

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DATA & AI PRODUCT MANAGEMENT SPECIALIST

Product Manager with 6+ years' experience leading cross-functional teams across Fintech, Martech and SaaS, plus 4 years' analytics experience. Skilled in turning complex problems into simple, high-impact products that improve reliability, performance and customer experience.

EXPERIENCE

 **Vortex Files** **Product Engineer/Founder** 📅 Aug 2025 - Present 📍 London

- Built file sharing agency dashboard and client portal experience: project management, **branded portals**, file previews, comments, access controls
- Took the product **from concept to release** for Wix team review
- Built with Supabase, Vercel, and Cloudflare
- **AI-native** delivery workflow combining **Codex**, custom ticket/design tooling, synthetic user research and a cross-functional synthetic approval team to pressure-test UX, positioning, risk, technical quality and strategy

 **Remitly** **Product Manager** 📅 Sep 2023 - Apr 2025 📍 London

- Own Messaging Platform, serving over **70M notifications a month**
- Discovered **\$1M per year savings** in SMS split costs using **ChatGPT API**, GSheets scripts, and **Mode python notebooks**
- Developed **WhatsApp pricing model** in Python, **SMS quality testing**
- Supported procurement and vendor strategy to optimize message routing, latency, and customer reach.

 **Ometria** **Product Manager** 📅 Jun 2022 - Jul 2023 📍 London

- Led Ometria's website personalisation discovery in a new market for the company, resulting in a **2M GBP** decision by the executive team
- Build and expand **EMEA and NA technical partnerships** in Ometria's ecosystem of **8 technical partnerships** and more than **20 integrations**

 **checkout.com** **Associate Product Manager** 📅 Aug 2020 - Jun 2022 📍 London

- Led VISA RTSI integration project from discovery to execution. **450 hours per month** in Operations time were saved in first two quarters
- Led monthly Dispute analytics discussion using automated python reports leveraging **Looker**, **Plotly** and **Facebook Prophet**
- Used data-led stories to get and lead key user interviews with some of our largest and busiest clients like **Cripto.com**, **Binance** and **Grab**

ACHIEVEMENTS

\$1'000'000

SMS cost reduction savings per year I analysed for Remitly

4

Months for end-to-end platform-to-app integration with WhatsApp

£2'000'000

Investment decision for entering new market I quantified for Ometria

450

Hours saved per month for Dispute Operations in first two quarters

66%

Faster VISA RTSI integration vs retail banks using Agile at Checkout.com

£100'000

Google Analytics 360 yearly fee I saved LendInvest with API pipeline

1

IEEE Nuclear Physics paper I was co-author of during my Masters

TOOLS AND SKILLS

- **Product Strategy**
- Stakeholder Management
- **Advanced Data Analysis**
- UX and UI audit
- **Miro**
- **Jira**
- **Notion**
- Figma
- **ChatGPT API**
- **Python**
- **SQL**
- **Postman**

PROJECTS

natslabs.com

Personal site on GitHub Pages using React Gatsby, Contentful, and Matomo analytics.

ios app design using Cursor AI

UI and photos working on TestFlight. Not released yet. Available on my blog <https://2ly.link/23H4Y>

EDUCATION

Master of Science, Physics, 2015
University of Surrey, Surrey

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Special Project - CHARM Laboratory launch at **CERN** - 13 Months - Co-author of IEEE Nuclear Physics paper

Bachelor of Science, Physics, 2013
King's College London, London

Natanael Mota

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Product Management Specialist

Product leader with 6+ years across Fintech, Martech and SaaS.

6+ years in product leadership across Fintech, Martech and Messaging, underpinned by 4 years in analytics and data modelling. Combines platform strategy with hands-on data execution, bridging technical and commercial teams to deliver secure, scalable and measurable products.

Skills: Product Strategy • Platform • Analytics & Data Modelling • Stakeholder Management

Languages: Portuguese (native) • Spanish (conversational) • French (basic - 1 yr CERN)

PROFESSIONAL EXPERIENCE

Vortex Files - Founder & Product Lead (Apr 2025 – Present)

- Built file sharing agency dashboard and client portal experience: project management, **branded portals**, file previews, comments, access controls
- Took the product **from concept to release** for Wix team review, owning product scope, UX, full-stack implementation and marketplace assets
- Secured file workflows with Supabase sessions, magic links, RBAC, consent capture, Cloudflare R2 presigned transfers, download tracking
- **AI-native** delivery workflow combining **Codex**, custom ticket/design tooling, synthetic user research and a cross-functional synthetic approval team

Remitly - Product Manager (Sep 2023 - Apr 2025)

London - Hybrid

Key Achievements:

- Platform PM for messaging serving **70M+ notifications/month**.
- Delivered **\$1M/yr SMS cost savings** using Python + ChatGPT API.
- Coordinated messaging platform expansion for **Remitly Circle**
- Shipped **WhatsApp integration** pilot and delivery quality testing.

Ometria - Product Manager (Jun 2022 - Jul 2023)

London - Hybrid

Key Achievements:

- Owned **Cross-Channel Platform** (email, SMS, app push, onsite personalisation).
- Drove **new 2 M GBP** product opportunity via onsite personalisation discovery.
- Expanded **EMEA & NA partnerships** (8 tech partners, 20+ integrations).

Checkout - Associate Product Manager (Aug 2020 - Jun 2022)

London - Hybrid

Key Achievements:

- Led **VISA RTSI integration**; saved **450 hrs/month** in Ops time.
 - Managed network-compliant dispute API delivery with VISA & MasterCard.
 - Worked with enterprise clients including **Crypto.com, Binance, Grab**.
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EDUCATION

Master of Science, Physics, 2015, University of Surrey, Surrey
Special Project - CHARM Laboratory launch at CERN - 13 Months - Paper published on IEEE

Bachelor of Science, Physics, 2013, King's College London, London