

# Fabio Richter

## Product Manager

Product leader specializing in launching and scaling user-centered products across teams to drive business growth. I thrive in the 0-1 phase, solving complex problems with data-driven solutions.

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[www.fabiorichterpm.com](http://www.fabiorichterpm.com)

## Experience

### Founder & Head of Product | Hot Meal Challenge

January, 2023 - Present / London, United Kingdom

- Founded and launched charity platform to tackle UK food poverty endorsed by Lord Woolley of Woodford
- Fundraised XX hot meals in 7 days and reached XK people on social media, covered in Forbes, Inc. Magazine
- Led cross-functional team to develop algorithmic volunteer matching system, resulting in a 3x donation multiplier effect

### Founder & Head of Product | Laulau

October, 2021 - December, 2022 / London, United Kingdom

- Built a digital platform that helps families preserve memories from their loved ones, scaling to XX MAU
- Drove user acquisition through targeted A/B testing framework, resulting in 10% MoM growth
- Backed by the flagship accelerator of the LSE and secured funding

### Product Management Intern | Regalix Inc. (acq. by MarketStar)

June, 2018 - July, 2018 / Mountain View, United States

- Led the redesign and strategy of the Interactive Voice Response (IVR) dashboard, increased first-call resolution by 25%
- Drove user acquisition through targeted A/B testing framework, resulting in 10% MoM growth

### Junior Digital Business Analyst | Givaudan

June, 2017 - February, 2018 / Zurich, Switzerland

- Developed end-to-end AI-driven tool to automate fragrance creation, enhancing productivity and reducing time-to-market
- Collaborated with global cross-functional teams to validate product features

## Education

### London School of Economics and Political Science (LSE)

2020 - 2021 / London, United Kingdom

- Master of Science in Management of Information Systems (Distinction, 4.0 GPA)

### King's College London (KCL)

2017 - 2020 / London, United Kingdom

- Bachelor of Arts in Digital Culture (First-Class Honours, 4.0 GPA)

## Leadership

### Awards

Princess Diana Award,  
The Diana Award

Global Shaper,  
World Economic Forum

Fellow,  
Royal Society of Arts

### Teaching

University of California  
(UCEAP), 2023

Lectured on European  
tech to 30+ students

LSE, 2022  
Led startup idea  
validation workshops  
for female-founder  
program

## Skills

### Product

Funnel Analytics, A/B  
Testing, Incrementality  
Measurement, Retention  
and Cohort Modelling

### Tools

Google Analytics,  
Mixpanel, Amplitude,  
Segment

### Development

ReactJS, JavaScript,  
HTML/CSS, Dart,  
Flutter, FlutterFlow