# Arvand Hassan

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## Summary

I'm a former Y Combinator backed founder based in London, England. I cofounded a venture-backed delivery startup and was Chief Product Officer at the first modern bank in Iraq. I love taking ambitious, complex projects, from idea to launch.

I care deeply about creating beautiful products that delight users and deliver significant, meaningful, value. I thrive in high pressure, high stakes, high uncertainty, environments. I employ a conscientious and meticulous approach to product management and am adept at collaborating with various stakeholders to achieve ambitious goals. I love leading skilled, cross-functional, teams to consistently and rapidly deploy high quality software.

Working in product management is the best way to leverage my skills and inclinations to create meaningful value for the world.

## Experience

**On Deck Founders Fellowship (ODF 12)**                         Jan 2022 - Present
- Taking part in a year long programme that helps founders explore ideas and gain conviction on their next venture. Was offered seed funding through ODX, the $100M accelerator fund.

**Building projects**                                                     May 2021 - Present
- Proficient in TypeScript, Node.js, Express, React, Solidity, MongoDB, Postgres, Stripe, and more
- Built Anon Friendly - the worlds most popular pseudonymous job board: Number 1 on Hacker News, $2k+ revenue, 20k+ unique visitors, 40k+ page views
- Built Super Prompts - an AI art platform with hundreds of users
- Built Ransom - a way for creators to crowdfund the release of their work

**Chief Product Officer at First Iraqi Bank - First modern bank in Iraq.**         Dec 2019 - Apr 2021
- As CPO/first hire, I led a team of 40+ to develop a new bank with $100 million working capital in a country of 40 million where almost no one has access to banking or electronic payments
- Personally scoped and oversaw the development of our initial products including personal and business mobile apps and back office tools
- Designed the banks business model, consisting of interchange fees, currency exchange fees, and internal fees for our QR-code based closed-loop payments system
- Worked with the Central Bank of Iraq, first Iraqi bank to be granted a digital banking license
- Personally evaluated all vendors and participated in the setup of our Core Banking System

**Cofounder at Lezzoo (Y Combinator W19) - On-demand delivery for Iraq.**  Apr 2017 - Apr 2019
- Cofounded Iraq's most popular on-demand delivery service at a time when Iraq had no electronic payments, addresses, or logistics services
- Led product development: designing, constantly iterating, and executing, our product roadmap
- Managed a cross-functional team with agile methodologies to consistently deliver high quality software at rapid pace
- Carried out hands-on user research, largely through personally delivering hundreds of orders!
- Identified and monitored key metrics including: revenue, profit, burn, growth rate, DAUs, cohort-based retention rates, order values, CAC per campaign, LTV, delivery times, driver attrition rates
- Wrote clear product requirements, removed blockers, enhanced productivity

**LLB Law (2:1) at School of Oriental and African Studies (SOAS)**         Sep 2015 - Jul 2018

## Values

- Here are some of the values that are important to me in life and in work: relentlessness, kindness, honesty, long term thinking, conscientiousness, resilience, and more.