

Ivan Antonov

Vancouver, BC • (332) 248-7054 • ivan.antonov@outlook.com • Canadian permanent resident
linkedin.com/in/ivanantonov • Portfolio: ivanantonov.com

EXPERIENCE

- Nov 2025- Mar 2026 **YUNO** (*payment orchestration platform; series A backed by a16z, Tiger Global*) United States (remote)
Manager, CEO office (*contract*)
- Led product discovery (6 merchant interviews) for a merchant-facing AI co-pilot. Prioritized 10 insights from a 500+ opportunity longlist and defined the MVP product spec
 - Owned product definition (PRD) for Yuno's agentic commerce payment offering across 4 LLM platforms. Defined system architecture, merchant value proposition, and pilot scope for Yuno x Google partnership
 - Developed bank-orchestration GTM proposition, identifying priority geographies, a target list of 30 banking partners and required product capabilities; modeled 25%-75% revenue uplift on bank acquiring base
- Aug 2023- Jun 2025 **MCKINSEY & COMPANY** Doha, Qatar
Associate – Digital
Led strategic and operational workstreams in banking and telecom, including strategy, financial performance diagnostics, new business build, agile, and digital transformation. Selected project experience:
- Defined product and platform roadmap to support growth strategy (~5-8x growth over 7 years) for a service organization, including platform architecture decisions. Briefed CEO on findings
 - Led diagnostics of financial performance for corporate and SME segments of a regional bank (USD 20-50Bn total assets), identifying profitability drivers through segmentation analysis and benchmarking
 - Led review of talent strategy for ~2000 FTE technology organization. Defined recommendations for evolving talent footprint, leading to estimated USD 160M savings over 5 years
 - Led end-to-end product delivery for a new Trade Finance offering for a large bank. Coordinated engineering and business stakeholders (4 product teams), aligned on resourcing, identified and resolved dependencies
- Sep 2015- Jul 2021 **ING** Amsterdam, the Netherlands
Sr. Consultant / Project Manager Payments Wholesale Banking (*Feb 2020 – Jul 2021*)
Consultant / Project Manager Payments Wholesale Banking (*Oct 2017 – Feb 2020*)
Responsible for end-to-end solution design and delivery of payments projects for corporate clients worldwide
- Led delivery of the largest project of a year in payments for ING Wholesale Bank Netherlands, enabling ING to be the leader in the Eurozone in the rollout of payment processing during weekends. Managed an 18-month effort and collaborated with 40+ DevOps, operations, sales, and support teams
 - Defined scaling requirements for payments applications, modeling the impact of a 2x transaction volume increase. Prepared a roadmap for expansion to a new high-volume market for ING's payments business
- Product Manager Daily Banking Payments** (*Oct 2016 – Sep 2017*) Brussels, Belgium
- Developed and secured management approval for a new cards acquiring partnership strategy of ING Belgium, cutting acquiring cost by 18%
- Business Analyst Marketing Analytics** (*Sep 2015 – Sep 2016*)
- Jul 2012- May 2014 **ACCENTURE** Moscow, Russia
System Integration Analyst (ERP)
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EDUCATION

- Aug 2021- Jun 2023 **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH, United States
Master of Business Administration, June 2023
MBA internship in the Digital Growth team at **Ecolab** (Minneapolis, MN, United States)
Exchange term at the **Keio Business School** (Tokyo, Japan)
- Sep 2014- Jul 2015 **VLERICK BUSINESS SCHOOL** Ghent, Belgium
Master in Management
- Sep 2007- Jun 2012 **LOMONOSOV MOSCOW STATE UNIVERSITY** Moscow, Russia
Bachelor in Applied Mathematics and Computer Science
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SKILLS

- Technical:** SQL, Claude API, Tableau, Alteryx. **Product:** Jira, Figma, product discovery, agile/scrum, PRD
- Languages:** English, French (advanced), Dutch (intermediate), Russian (native)