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Dear Tailspin Payments hiring team,

Tailspin’s focus on fast merchant onboarding, payment activation, and disciplined work with risk and compliance is the kind of product problem I’ve been working on in fintech and would be glad to keep pushing forward.

I bring 7 years in fintech onboarding and growth, and in my current Senior Product Manager role at Northwind Pay I led a merchant onboarding redesign that lifted activation 23% in two quarters and also reduced onboarding time from 4 days to 1.5 days.

I also have direct experience partnering on verification and using data to improve funnels: at Northwind Pay I worked with engineering, design, and risk on the KYC verification flow, and at Contoso Bank I ran weekly A/B tests on the account opening funnel; I also bring SQL as a core skill.

If useful, I’d welcome a conversation about how that mix of merchant onboarding, experimentation, and cross-functional fintech work could support Tailspin’s onboarding roadmap.

Best,
Alex Chen