

NICOLAS RAMIREZ BORCHES

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EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, IL

Master of Business Administration – Concentrations in Strategic Management and Entrepreneurship

Sep 2024 – Jun 2026

- Built Reduse, an AI-powered food waste app that tracks pantry expiration and suggests recipes, validated with a 30-user pilot and pitched at a Booth VC competition
- Won Perplexity's Product Pitch Competition (2024), presenting a feature concept to Perplexity's product leadership
- Co-chair of the Fintech Club and active member of Technology Group, Entrepreneurship, Outdoor Leadership Development clubs
- Empeiria Leadership Fellowship

INSTITUTO TECNOLÓGICO DE BUENOS AIRES

Buenos Aires, Argentina

Bachelor of Science in Industrial Engineering

Jan 2012 – Dec 2018

- Exchange program at Karlsruher Institut für Technologie, Germany

EXPERIENCE

MUNDI (Series A fintech for global trade)

New York, United States

Product Management & Strategy MBA Intern

Jun 2025 – Aug 2025

- Sharpened product focus by partnering with CEO and COO to define company OKRs, presenting the strategic roadmap to senior leadership and eliminating ~40% of initiatives not tied to measurable business outcomes
- Improved onboarding conversion by 12% by consolidating multiple flows into a single master flow, running A/B experiments on key steps, and simplifying KPI tracking and experimentation across Engineering and Design
- Achieved ~80% planning predictability across 5 release cycles by introducing sprint velocity tracking and standardized delivery checkpoints with Engineering

DIGI (Y Combinator-backed fintech, digital banking infrastructure)

Buenos Aires, Argentina

Head of Product and Operations

Aug 2023 – Apr 2024

- Expanded into 5 LATAM regions by defining the 2024 strategic roadmap, presenting market-entry plans to senior leadership, and partnering with Business Development to design and scale 3 core product solutions
- Cut time-to-go-live by 60% by systematizing solution scoping with client facing teams, standardizing product configurations, and introducing milestone-based implementation plans
- Reduced customer churn by 30% YoY by managing Customer Success and Implementations teams (8 total), aligning delivery operations through standardized Statements of Work

Head of Product

Oct 2021 – Aug 2023

- Selected for Y Combinator Winter '22; delivered product demos and growth metrics to YC partners and investors, refining roadmap and GTM strategy in a high-velocity environment
- Eliminated redundant engineering effort across 3 product teams by standardizing 9 independently-built capabilities into a shared component framework, ensuring all teams shipped on a unified, up-to-date codebase
- Reduced integration time by 50% by architecting a configurable status-state machine with a drag-and-drop builder, enabling non-technical teams to launch workflows independently

Senior Product Manager

Aug 2020 – Oct 2021

- Owned two B2B2C marketplaces end to end, defining GTM strategy, product roadmap, and user journeys with UX and Engineering across 50+ releases serving 20K+ users while improving buyer and seller conversion
- Took a consumer credit platform from conception to launch, enabling users to discover, understand, and improve their credit score through guided, gamified experiences, iterating on features based on user research
- Improved Marketing ROAS by 40% by building a conversion prediction model and running targeted experiments using historical user data, instrumenting event tracking (GTM + GA) to measure performance and iterate

AVATURE (Enterprise SaaS for talent management)

Buenos Aires, Argentina

Sales Engineer

Aug 2018 – Aug 2020

- Identified a \$15M upselling revenue opportunity by analyzing the existing customer base and presented the business case to the COO, securing approval for implementation
- Reduced inbound tickets by 40% by restructuring and standardizing solution scoping process for 40+ Account Management team
- Informed product strategy by translating customer needs from 70+ sales engagements into technical requirements, directly contributing to the closure of 10+ enterprise deals

ADDITIONAL

- SQL, Python, REST/SOAP APIs, A/B testing, event tracking (GAds, GTM), AWS, Jira, Figma; Agile product development (Scrum/Kanban)
- Led four 1-week expeditions in Patagonia, facilitating group discussion, reflection, and decision-making on remote terrain