

Eric Deraspe

25+ Years of Product & Consulting Experience



Eric is an accomplished product leader with a history of success and experience managing teams, creating new operational processes, establishing sales processes and metrics, formulating strategies, managing products, framing metrics, and delivering large programs for great companies.

Eric earned his MBA in Finance and Operations from the McCombs School of Business at The University of Texas in Austin. He earned his B.Eng. in Aerospace Engineering from Ecole Polytechnique of Montreal.

Highlights

- Possesses a robust track record of driving strategic initiatives, bringing products to market, and maximizing operational efficiencies within Financial Services.
- Known for leading high-performing teams, managing complex projects, and fostering innovative solutions to meet business objectives.
- Proven ability to enhance product strategy, improve client satisfaction, and deliver substantial revenue growth.
- Adept at navigating both business and technical landscapes, with a commitment to driving results and creating scalable, impactful solutions.
- Experience complimented by Project Management Professional, Lean Six Sigma Black Belt, and ITIL certifications.

Professional Experience

- Launched a new B2B payment product for a Payment Network supported by market analysis, go-to-market strategy, and an 18-month roadmap planning (Consulting)
- Led a team in Merchant Services, achieving a 78% reduction in reports, delivering a major Visa Claims Resolution program (only program on time across all major acquirers) , and implementing a successful mentoring program. (JPMorgan Chase)
- Grew revenues by 40% annually, managed large capital market programs, and delivered a real-time payment sanctions screening platform two months early. (First Derivatives Plc)
- Launched three major products, revamped the customer experience through the UI portals and set up a new professional services P&L bringing in more than 5 million in annual revenues (Chargebacks911 / Fi911)
- Increased sales of Premium support by 187% and introduced process improvements that were globally adopted. (CA Technologies)
- Led strategy and process improvement projects for major clients like Goldman Sachs and American Express, securing significant operational savings. (Diamond)

Expertise

Key Skills

- Financial Services:
 - Payments
 - Banking
 - FinTech
 - Capital Markets
- Product Management
- Product Go-to-Market
- SDLC
- Business Development
- Anti-Money Laundering (AML)
- Business Intelligence
- Agile Methodology Program Management & PMO
- Business and IT Strategy
- Process Improvement
- Six Sigma
- Board of Directors
- Leadership
- Problem Solving
- Critical Thinking
- Coaching & Mentoring
- Analytical Skills
- Presentation Skills
- Communication Skills