Robert Preswick

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Summary

I am a product leader with a proven track record of scaling teams and driving significant business growth through a supply platform and user-centered payment solutions. With experience in payments, marketplace dynamics, and online commerce in APAC (and global) markets, I combine deep technical understanding with commercial acumen to deliver stellar results. I thrive in environments that value intellectual curiosity, user obsession, and maintain an almost unreasonably high bar on speed and execution.

Work Experience

Director of Product Management | **Luxury Escapes**

Jan 2021 - Present

- I lead the supply platform, composed of 8 product managers and 9 teams including hotels, flights, villas, cruises, tours, payments, B2B platforms, white labels. Track record of conceptualising, growing and optimising products at all stages of the product life cycle.
- Conceptualised and launched deposit payment system during/post-COVID, improving customer confidence and conversion rates whilst managing risk.
- Established and optimised virtual credit card program in 2021 then in 2024, led re-negotiations which generated 7-figure cost savings and improved cash conversion cycle by 15 days.
- Lead rate optimisation initiatives resulting in 4% gross margin improvement [+11% margin expansion on 9-figure product line] on hotel reservations within 6 months of kick-off in 2024.
- Established and refined all operating cadences from daily to annual planning, enabling systematic scaling of the product organisation from 5 to 15+ teams, during which, sales grew from $200M to $1B+ through systematic approach to product development and team building.

Product Manager | **Booking.com**

Feb 2020 - Dec 2020

- Led payment accuracy initiatives and SOx compliance for distribution/affiliate payments, attending to financial systems and regulatory requirements.
- Developed machine-readable data architecture for commercial models, enabling accurate automated billing at scale.
- Conceptualised new revenue streams through new partner integration, showing ability to identify and execute on market opportunities.

Owner | **Wick Online**

2020 - Present
- Rapidly built and scaled digital commerce solutions during COVID-19, including:
  - Developed e-commerce platform for wholesale grocer, generating £300,000 TTV in 90 days.
  - Created online learning platform achieving 240% MRR growth and US$400,000 TTV at 95% margins.

Product Manager | **Luxury Escapes**

Apr 2018 - Nov 2019
- Rapidly progressed to handling the largest product scope after leading the automated accounts payable system, and other critical initiatives.
- Led successful re-platforming initiative, demonstrating technical depth and project management capabilities.
- Launched airfare bundling product, involving review of many pages of XML documentation, adding $50M+ in TTV to the business within the first year.

Product Manager | **3D Safety Systems**

Apr 2016 - Dec 2017
- Established product management function within $4M ARR SaaS business.
- Secured $60,000 co-investment from LendLease for innovative workforce management solution.
- Improved product specification, planning, and delivery processes.

Commercial and Sales Analyst | **Apotex, Inc.**

Nov 2014 - Mar 2016
- Developed a strong foundation in data analysis and commercial strategy.
- Built expertise in SQL, VBA, and data warehouse concepts.
- Supported GTM strategies for new product (molecule) launches.

Education

Bachelor of Business | **University of Technology, Sydney**

2011 - 2014
- Major in Accounting and Finance
- Specialised in Portfolio Optimization

Skills and Expertise

- **Product leadership:** Team scaling, strategic planning, stakeholder management.
- **Financial systems:** Payment systems, virtual credit cards, billing automation.
- **Technical:** SQL, data analysis, product analytics (Heap, Looker Studio, Snowplow). Experience with Ruby on Rails, Python, HTML/CSS, automation tools.