

FARIS VIRANI

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Senior Leader

Passionate financial services professional with over 15 years of experience solving problems, leading cross-functional teams, and designing/building product and business solutions seeking to grow with your organization.

Skills

Product Management | Product Development | Transformation | Strategy Consulting | Content Creation | Change Management | Operating Model Management | Financial Services | Distribution Strategy | Innovation

PROFESSIONAL EXPERIENCE

NEW YORK LIFE (NYL) New York NY

October 2022 – January 2024

Corporate Vice President of Strategy and Initiatives

Responsible for leading the development, execution, and ongoing monitoring of strategic initiatives of NYL's Retail Annuity business.

- Utilized technology, data, and digital analysis to inform early-stage opportunity assessments and develop business cases, including for sales growth. Lead effort to map AI use-cases, priorities, and business cases.
- Worked on a team to develop and execute strategies to deepen relationships with third-party distributors to ensure continued preferred provider status and create a stronger experience for clients/advisors.
- Developed, iterated, and improved upon NYL frameworks for distribution opportunity assessments, GTM strategies, product viability, etc. Created a framework to measure potential new distributor value.

USAA San Antonio TX

June 2016 – October 2022

Director of Product Management

Responsible for product strategy, product development, in-force management, and end-to-end product management of USAA's Annuity products.

- Launched 4 new annuity products (including design, contract drafting, filing, and operational support setup) through a 50-person cross-functional team resulting in \$2B+ in incremental product revenue.
- Led efforts within a \$100M transformation journey, modernizing issues, services, and claims processes via a state-of-the-art technology platform; included identification and execution of automation opportunities.
- Worked with pricing partners to manage competitiveness and sales volumes; considerations included relationship management, capital constraints, revenue goals (US GAAP standards), P&L goals, and more. Within 3rd Party Distribution Channel, over 10,000 new annuity contracts were sold with over a 20% win-rate with distributor.
- Developed, approved, and distributed thought leadership, marketing, and operational annuity product content and communications.
- Ensured risks associated with business activities are effectively identified, measured, monitored, and controlled following risk and compliance policies and procedures.

KNIGHTS OF COLUMBUS New Haven, CT

September 2013 – November 2015

Actuarial Resource

Utilized actuarial skillset and knowledge to create, price, evaluate, and report on life insurance and investment products.

- Brought new single premium income annuity and long-term care products to market; worked on a team to create and file actuarial memorandums.
- Utilized long-term profit analysis and scenario testing to price complex annuity, LTC, and life insurance products; utilized similar tests to determine reserves maintained and dividends paid to members.

ACCENTURE New Providence, NJ | New York, NY

July 2011 – August 2013

Actuarial Consultant

Utilized life insurance and annuity knowledge to create, sell, and deliver end-to-end solutions for large insurers worldwide.

- Worked with operators, engineers, and strategic leadership to design, create, sell, and execute transformative software solutions.
- Created internal and C-suite ready external documents to use in engineering, sales, and marketing capacities.

Honors and Leadership Activities

Community Leadership

- San Antonio Young Professionals (2016-2021) – Co-founded and chaired revenue-generating 501(c)(6) non-profit organization that worked with businesses, non-profits, and municipalities to make San Antonio a better place for young professionals. Notable business members included San Antonio Spurs' Non-Profit Arm, DoSeum Museum, and more.
- University of Texas at San Antonio 3MT (2020) – Served as a judge for UTSA's '3-minute Thesis' Competition.
- City of San Antonio - Aviation Department (2018-2020) – Served as a stakeholder in a working group focused on the 20-to-50-year strategic development plan of San Antonio's International Airport.
- SA2020 (2019-2020) – Served on ambassador committee to promote initiatives and involvement in San Antonio's future.
- Connecticut Young Professionals (2014-2016) – Founded and chaired revenue-generating 501(c)(6) organization that worked with businesses, non-profits, and municipalities to make Connecticut a better place for young professionals. Achieved partnerships with numerous arms of Yale University, the City of New Haven, the State of Connecticut, and more.
- New Haven Festivals Incorporated (2015-2016) – Board Member of city's non-profit arm for festivals.
- New Haven Community Foundation (2016) – Served as a volunteer grant reviewer to help distribute 1.8M in awards.

Public Speaking (More available upon request)

- City of San Antonio – International Relations (2020) – Spoke on a panel with a focus on deepening economic, cultural, and educational exchanges between Japanese and American leaders.
- San Antonio Economic Development Foundation (2019) – Moderated a panel on San Antonio's economic future, interviewing several community leaders in front of a large audience.
- Young Professional Symposium at Yale University (2016) – Empowered young professionals by speaking in a panel discussion on emotional intelligence and how it relates to networking and meeting new people.
- Young Professional Symposium at Yale University (2015) – Spoke about young professionals' issues alongside US Senator Richard Blumenthal, Lt. Governor Nancy Wyman, and Mayor Toni Harp at event at Yale University.
- Non-Profit Resources Council (2015) – Advocated for changes to engage young people in a panel discussion for non-profits.
- Mayoral Interview Series with Yale University (2015) – Interviewed Mayor Toni Harp with a large audience on transportation, infrastructure, and housing.

EDUCATION & PROFESSIONAL DEVELOPMENT

Master of Liberal Arts, Management, Harvard Extension Program, Harvard University
Bachelor of Science, Mathematics, Actuarial Science, University of Texas, Austin, TX