

**Nadia**  
**Khoury**  
Product Manager

34 Great Portland Street, London, W1W 8QU  
nadia.khoury@gmail.com  
+44 7718 443 201

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**Margaux Delacroix**  
Stripe

Dear Margaux,

I'm reaching out about the Product Manager role at Stripe. I've spent the last four and a half years at Adyen owning the hosted checkout product. The one that processes £6.4 billion annually, and the idea of doing similar work at a company that's shaping how the entire internet handles money is hard to pass up.

At Adyen, I grew checkout conversion from 71% to 79% over 18 months, which translated to roughly £48 million in additional merchant GMV. That involved 19 A/B tests, 28 user interviews, and 6 usability studies. I'm very much in the camp of watching users struggle before deciding what to build. I also launched Apple Pay and Google Pay integrations that now account for 23% of mobile transactions, and I led a squad of 6 engineers with a 92% on-time ship rate in 2024. Before Adyen, I was at Deliveroo managing tools for 14,000 restaurant partners and at Trainline redesigning the mobile booking flow.

What appeals to me about Stripe is the developer-as-user dynamic. Product decisions ripple out to thousands of businesses through APIs and dashboards, not just end consumers. That's a different kind of problem and one I'd like to take on. Happy to discuss further at your convenience.

Best regards,  
Nadia Khoury