

Sunil Aryal

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TECHNICAL DELIVERY PM · PRODUCT BUILDER ·
OPERATIONS LEADER

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Technical delivery and product manager with seven years spent taking things from a rough brief to something live and working. I have run a £500K portfolio of twenty client projects end to end, led a twenty-five-person global operations team on the AT&T Business account, and built and shipped my own software products solo. My background is engineering a B.Tech in Electronics & Computer Science and three years building Unity applications which means I can sit in an architecture conversation and a board update on the same afternoon without losing anything in translation. MSc Project Management with Distinction (APM-accredited), PRINCE2 certified.

7+	£500K	20	25	3
YEARS IN DELIVERY	PORTFOLIO MANAGED	PROJECTS DELIVERED	DIRECT REPORTS LED	PRODUCTS SHIPPED SOLO

EXPERIENCE

Founder & Product Manager – Stratify Tech Ltd., United Kingdom Sep 2023 – Present

- Ran discovery with five enterprise and SME clients, then turned business objectives, user needs and technical constraints into project charters, scope definitions and milestone-based roadmaps.
- Designed and shipped three AI-assisted products end to end requirements, architecture, development, testing, release: an automated rota scheduling platform on web and mobile, live with two clients; an AI chatbot handling website booking automation; an inventory system with threshold-triggered reorder alerts.
- Consult on and deliver websites for small businesses and restaurants across the full engagement: requirements and content structure, design direction, build, booking and ordering integrations, launch and handover.
- Clients cut manual operational work and reported around a **30% revenue uplift** from improved customer engagement and operational efficiency.

Project Manager – LuminoGuru Pvt. Ltd., India May 2022 – Aug 2023

- Reported directly to the MD/CEO and owned everything downstream of the brief: proposal, budget, team formation, milestone structure and the client relationship.
- Designed a milestone-gated delivery model tying client sign-off to payment release, keeping scope validated and cash flow predictable at every stage.
- Led cross-functional teams of five to six designers, developers, testers across up to five concurrent projects, each with its own dedicated team. Produced PIDs, WBS and Gantt plans, risk assessments and leadership dashboards; mentored junior members.
- **Twenty projects in sixteen months, £10K–£200K each, £500K in total all delivered on time or early, all live, no budget overruns.** Work spanned web, iOS and Android, AR/VR and e-commerce, integrating AWS infrastructure, PHP/ReactJS stacks, custom payment systems and real-time data pipelines.

Operations & Business Development – Chevron Media Pvt. Ltd., India Nov 2021 – Apr 2022

- Revenue-owning affiliate marketing role: built and ran the campaign websites, sourced and negotiated campaigns with affiliate networks, placed media on traffic-source sites and managed a small team of affiliate marketers.
- Set and continuously optimised per-campaign budgets against return, handling billing, compliance and client reporting alongside. **£100K in revenue generated within the six-month tenure.**

Team Leader, Global Operations & Services

Dec 2018 – Oct 2021

– Tech Mahindra, AT&T Business account

- Joined in technical support on AT&T Business's global technical operations desk and was promoted to lead a twenty-five-person team of Service Delivery Managers across multiple time zones.
- Owned ticket assignment, tracking and downstream handoff workflows; ran regular one-to-one issue reviews with SDMs to unblock stuck orders before they escalated; onboarded and mentored new joiners and handled resourcing cover.
- Built the Excel dashboards and performance trackers used in governance reviews and presented performance analysis to AT&T leadership. Drove Root Cause Analysis and CAPA work into standing process standardisation.
- Team absorbed roughly **500 customer emails a day at a 24-hour resolution time**, with a **50% lower escalation rate** than peer teams and technical delay metrics cut by **25%**.

Product Management Consultant (Freelance) – Vedickare, India

2015 – 2018

- Engaged to take an Ayurvedic products company to market from nothing no brand, no website, no distribution and owned the commercial build-out end to end, leading graphic designers and web developers on identity, positioning and the full website.
- Ran paid acquisition across Google and Facebook plus organic social, met manufacturers directly, set up payment processing, and listed and optimised the catalogue across Amazon and India's other leading marketplaces.

Unity Game Developer & Team Leader –

Jun 2015 – Nov 2018

Miracle Studios / Vcommission Pvt. Ltd., India

- Built AR and VR prototypes in Unity and integrated AdMob monetisation into shipped titles; contributed to the game development pipeline and the technical architecture decisions behind it.
- Ran Agile planning and coordinated UI/UX work across a cross-disciplinary group of artists, designers and developers, finishing the three and a half years as team leader.

PRODUCTS BUILT

TipTally LIVE ON GOOGLE PLAY

A Flutter mobile app for hospitality and gig workers tracking income across tips, wages, cash and card. Built solo from requirements through architecture, testing and store release; iOS build planned.

DealHarbour AFFILIATE E-COMMERCE

An affiliate e-commerce platform scaled to a 6,000-product catalogue across home and lifestyle. Built the catalogue, ran operations and managed paid acquisition on Google and Facebook Ads.

Rota Scheduling Platform CLIENT DEPLOYMENT

Automated rota management delivered as web and mobile, in live use with two client businesses. Removes the manual scheduling overhead small operations teams absorb weekly.

Client platforms PROJECT MANAGER

BuySellText (buy-and-sell marketplace), AuthorLogin (author publishing and account platform) and Postcode (location lookup) delivered end to end from client scoping to live release.

CAPABILITIES

PRODUCT	Discovery and requirements, scope definition, MVP framing, roadmapping, release management, feature prioritisation, go-to-market planning, product analytics and iteration.
DELIVERY	Agile (Scrum, Kanban), Waterfall and hybrid, PRINCE2, full lifecycle from initiation to closure, PIDs, WBS and Gantt planning, RAID and risk registers, milestone gating, budget control, RCA and CAPA.
TECHNICAL	AWS architecture, Flutter, PHP/ReactJS stacks, CI/CD pipelines, payment system integration, AR/VR with Unity, data governance, QA and testing coordination, AI-assisted development.
LEADERSHIP	Direct management of teams up to twenty-five, executive and C-level stakeholder management, escalation handling, enterprise client relations, mentoring and onboarding, cross-functional coordination

across time zones.

TOOLS Jira, Confluence, MS Project, SharePoint, Advanced Excel (dashboards and reporting), PowerPoint, Google Workspace, Slack, Microsoft Teams, Outlook.

DOMAINS Telecommunications, SaaS and web platforms, mobile (iOS and Android), e-commerce, D2C consumer goods and marketplace retail, affiliate marketing, AR/VR, hospitality and gig-economy tooling.

EDUCATION & CREDENTIALS

MSc Project Management —

2023–2024

Distinction

University of Hertfordshire, UK. Accredited by the Association for Project Management. Specialised in project governance, risk management and leadership. Module High Achiever Award.

CERTIFICATIONS

- PRINCE2 Certified
- Professional Project Management Certified (Google)
- AIGPE™ Certified Project Charter Specialist
- Android Development Certification; Unity Game Development Certification
- FAA Level 3 Award in First Aid at Work (RQF)

BEng Electronics & Computer Science

2011–2015

Rayat and Bahra Institute, India.

Full UK driving licence held and current. English (fluent), basic Hindi. Current visa expires February 2027 — sponsorship required for permanent UK roles.