

ASHUTOSH MITTAL

Technical Project Manager | Product Management | Founder & Growth

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PROFESSIONAL SUMMARY

Technical Project Manager on the founding team of a cross-border luxury e-commerce platform, with founder experience and 5+ years across product delivery, client operations, and telecom/SaaS growth. Engineering-grounded (B.Tech CSE, VIT Chennai; BS Data Science, IIT Madras) and proven at converting business requirements into shipped products — sprint delivery, vendor and stakeholder management, product scoping, and go-to-market execution.

CORE COMPETENCIES

Project & Delivery: Agile/Scrum, Sprint Planning, Delivery Roadmaps, Cross-Functional & Cross-Border Team Leadership, Risk & Escalation Management, SLA/Uptime Ownership

Product & Strategy: Product Scoping, PRDs & Requirement Gathering, Product Validation, GTM Experiments, Pricing & Service Packaging, Vendor & Partner Onboarding

Growth & Operations: Client Onboarding, Account Management, Lead Funnels, LinkedIn/Instagram Campaigns, Direct Outreach, Process Improvement

Technical Foundation: React/Next.js, Node.js, REST APIs, SQL, VoIP/SIP Systems, n8n & AI Automation • Tools: Jira, Notion, Google Sheets, Slack, Postman, Canva

PROFESSIONAL EXPERIENCE

Technical Project Manager (Founding Team) — RSN One • Cross-Border Luxury E-Commerce, Nepal **May 2026 – Present**

- Leading the launch of a marketplace bringing luxury imported goods to Nepal's high-net-worth consumers at better price and availability; equity-holding founding-team member reporting directly to international ownership.
- Own the delivery roadmap for a 12-member team across India, Nepal, and China — sprint planning, hiring, vendor onboarding, and release management; moved the platform from concept to active development in 8 weeks.
- Building the launch supply side and commercial stack: 40+ premium-brand vendor pipeline, 5,000+ SKU opening catalog, payments (eSewa, Khalti, international cards) and cross-border logistics partnerships — targeting Q4 2026 go-live and US\$1M first-year GMV.

Founding Director — BuildX Growth Technologies Pvt Ltd • Chennai **Jan 2026 – Present**

- Incorporated and lead an early-stage AI creator-growth SaaS; defined product strategy and validated 5+ workflow modules across content ideation, creator operations, analytics, and client delivery.
- Running GTM, pricing, and service-packaging experiments across 2–3 live client workflows to test demand and positioning.

Product Implementation & Growth Associate — METAVEO LABS / Accleratech • Remote **Apr 2025 – Dec 2025**

- Managed 10+ client discovery and requirement cycles; translated needs into solution scopes, proposals, and cost-effective delivery plans.
- Delivered 5+ SaaS/LMS workflows end to end and ran 3–5 growth experiments across LinkedIn, Instagram, and direct outreach to validate demand and refine positioning.

Business Operations & Client Delivery Associate — CyberXcalls • Jaipur • Remote **Nov 2023 – Feb 2025**

- Managed 40+ client/reseller cases across VoIP, call-center, and business-calling operations; coordinated 80+ activation, traffic-validation, and downtime-support tasks with vendors and technical teams.
- Bridged non-technical stakeholders and engineering — translated operational issues into clear technical tasks and owned escalations to ~95% SLA adherence.

Founder / Operations Lead – VoIP Services — ANONTEL • Self-Employed • Remote **Jan 2022 – Sep 2023**

- Founded and ran an independent VoIP service supporting 600+ users across US/EU traffic — owned pricing, client acquisition, onboarding, support, and reseller network growth.
- Coordinated 3–5 freelancers/vendors for advanced technical implementations while owning delivery validation and service expansion.

Product & Business Operations Associate — CarrierWing Technologies LLC • New York, US • Remote **Jan 2021 – Dec 2021**

- Supported 50+ reseller and business-client cases across VoIP setup, routing, IVR, frontend panels, and client communication workflows in a B2B reseller model.

EDUCATION

Vellore Institute of Technology (VIT), Chennai — B.Tech, Computer Science & Engineering **Jul 2023 – May 2027 (Expected)**

Indian Institute of Technology (IIT) Madras — BS in Data Science and Applications (Online) **Sep 2025 – Present**

Delhi Public School, Bulandshahr — Class XII, CBSE (PCM + Computer Science) **2023**