

Paul-Ionuț Chirilă

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ABOUT

Technical Delivery Manager with 18+ years of experience in product development, cross-functional team leadership and strategic delivery of digital projects. A self-made entrepreneur with a strong technical foundation in web and mobile development, team assembly and organisational efficiency. Proven ability to manage remote distributed teams, align stakeholders, mitigate risks and deliver high-impact solutions on time and within budget. Experienced at translating complex technical concepts into clear product strategies. Public speaker, startup mentor and community builder.

KEY COMPETENCIES

Startup Mindset	Technical Recruitment	Risk Management
Project Management	End-to-end Product Development	Public Speaking
Technical Background	Remote Team Management	Product Strategy

PROFESSIONAL EXPERIENCE

Around25 - Managing Director

2006 - 2025

Built and scaled a digital agency to 40+ staff across 6 countries, reaching EUR +10M in revenue. Involved in all aspects of running a business with clients from all over the world on innovative projects with tight deadlines, intensive communication, high expectations and technical challenges. Cross-organisational exposure to:

- strategic business planning;
- establish and manage long-term partnerships with clients (US, Europe, Australia, Middle-East);
- coordinate the preparation of customer proposals and statements of work;
- translate complex technical concepts into clear, actionable product requirements. Evaluate technical solutions and prioritise features based on technical feasibility, business impact, and customer value;
- lead the end-to-end product lifecycle from ideation to delivery and post-launch analysis. Define user stories, acceptance criteria, perform backlog management and workflows for development teams;
- manage technical cross-functional teams (Engineering, Operations, Product, and external partners);
- identify, manage, and mitigate project risks, working closely with stakeholders to prevent delays;
- technical project management (Jira, Confluence, Figma, Moqups, Agile methodologies);
- ensure regular feedback loops between stakeholders to track the alignment of project outputs with desired outcomes;
- continuously improve project management practices, frameworks, and tools;
- conduct interviews for a variety of roles (Engineering, Marketing, HR, Sales);
- assist in performance reviews;

EngageApp - Product Owner

2018 - 2021

Led an ambitious startup focused on changing the way employees interact and engage in the workplace. Winner of Startup Weekend Cluj and Techcelerator Best Pitch. Received a pre-seed investment from the GapMinder VC fund. In charge of:

- product research and definition;
- translate technical concepts into product requirements;
- support the project team in day-to-day activities, providing guidance and ensuring any dependencies or blockers are addressed promptly;
- actively participate in client meetings;
- designated point of contact for all PR efforts: pitching, press interviews, public events;
- lead investment efforts (analyse term sheets, compile cap table, due diligence, shareholders agreement);

CleverWash - Product Manager

2016 - 2020

Launched a carwash management & scheduling app reaching 5,000+ users in Cluj-Napoca with a turnover of ~25.000 euro. Successfully graduated the Spherik Accelerator programme, pitched at ICEEfest and How to Web. Actively involved to:

- define business strategy;
- ensure that any scope changes are justified, discussed, and approved before they are incorporated into the project;
- guard against scope creep by maintaining a well-documented and agreed-upon project scope;
- designated point of contact for all PR efforts: pitching, press interviews, public events;
- assists with the planning and management of the overall budget to minimise risk and maximise profitability;

Integrated Travel Solutions Technology Ltd. - Product Owner

2013 - 2014

ITST set out to build the “Uber of private jets”, a platform that held the inventory of some of the largest private jet brokers in the US and Europe. Responsible for:

- organise the development and quality assurance processes;
- maintain a comprehensive technical documentation supported by flow diagrams;
- hold client presentations;
- constantly communicate with all parties involved (technical and non-technical);
- draft & present monthly/yearly reports;

Arxia - Action Script Developer

2006 - 2007

Working on websites and web applications using cutting edge animation and scripting to achieve “wow!” factor in terms of user experience.

EDUCATION

Master of Science, Distributed Systems
Babes-Bolyai University, Cluj (in progress)

Bachelor's Degree, Computer Science
Babes-Bolyai University, Cluj (2008)

STARTUP ACCELERATION PROGRAMS

Techcelerator
Alumni, 2019

Spherik Accelerator
Alumni, 2017

COMMUNITY CONTRIBUTOR

Fullstack Cluj Meetup (+2k members)
Organizer

ReadyForStartups
Organizer

PUBLIC SPEAKING

Speaker & Mentor
DevTalks Innovation Labs
CodeCamp DPIT

Pitch Training
Babes-Bolyai University DefineSchool
Technical University Cluj

SPOKEN LANGUAGES

Romanian
Native

English
Fluent

German
Beginner