

# BOHDAN KREMNYI

Warsaw, Poland • Open to relocation (EU, Canada) • [+48 572 596 526](tel:+48572596526)  
[b.kremnyi@gmail.com](mailto:b.kremnyi@gmail.com) • [linkedin.com/in/kremnyi](https://www.linkedin.com/in/kremnyi) • [t.me/kremnyi](https://t.me/kremnyi)



## CORE COMPETENCIES

**IT Project & Program Management:** 6+ years, 80+ Projects (incl. 4,000+ man-hours projects) with stakeholders from 20+ Countries across 10+ Time Zones. Revenue impact: \$600k+ in closed investment deals, 20+ mediated acquisitions. **Operations & Portfolio Management** of 4 business areas: Product, HR, Marketing, QA. **Talent management:** 40+ hired & developed. **Tech fluency:** 13+ years in tech: M.Sc. in CS, development experience with Python, PHP, JS, Next.js. **Business focus:** 4 years in IT outsourcing senior management; 3+ years of entrepreneurship; Upwork 100% JSS.

## WORK EXPERIENCE

### Product & Growth Manager — [Approck VC](#)

*Product • hybrid • Aug 2025 - Present*

- Closed 2 investment portfolio deals (\$600k). Managed ongoing investor relations: P&L reporting, performance updates, payout coordination, and materials for prospective investors.
- Ran end-to-end marketplace deal flow: sourcing, validation, listing, pricing, and deal mediation for 20+ acquisitions, including in-person business development at industry conferences.
- Implemented revenue forecasting models for app valuation across paid UA and organic niches, used to evaluate 80+ applications and deliver due diligence for 10+ successful acquisitions.
- Served as technical product owner of the web marketplace: shipped features, SEO & optimizations, and analytics integrations, incl. coordinating external developers.
- Built 10+ internal automation tools: Python+JS scrapers, data aggregation tools, user analysis systems, AI agents, and n8n workflows.
- Managed PPC agency relationships (Google, LinkedIn, Reddit, Meta), built automated content pipelines for cross-platform social media distribution.
- Coordinated a cross-functional team of 5-8: lead generation, marketing, QA, design, and developers, including onboarding, process setup, and operational handovers.

### IT Project/Program Manager (later COO) — [Owlab](#)

*IT outsourcing • hybrid • Nov 2019 - Feb 2025*

- Led full SDLC for 70+ Agile & Waterfall projects: custom B2B & B2C SaaS, ERP, CRM, e-learning, PM tools, Android & iOS mobile apps, streaming services, Web3, data science solutions, GPT & other multimodal LLMs (AI) integrations, e-commerce websites, bots, legacy systems modernization, landing pages, API integrations, and large-scale projects. E.g.:
  - 2000+ hours iOS & Android fitness tracking app, growing to 9,000+ users, delivering 15 updates, including Bluetooth (BLE) device integration, gamification, secure photo storage;
  - 4000h medical ERP from concept to scaling to ~50 employees and securing multi-million-dollar investments, 8,000+ products, 1,500+ B2B customers across 4 countries;
  - 600+ hours data science project, managing the scraping of over 7 million records, utilizing processing to get 1 million leads for a B2B in the DACH region;
  - 2000h US-based PM tool with 50+ features, free tier, and 3 monetization models (subscriptions, pay-per-seat, email support desk), scalable AWS infrastructure;
  - 2500+ hours UAE-based AdTech startup designed to bridge mobile app advertisers and influencers with 3 core interfaces and 4 tracking integrations on iOS & Android.
- Managed cross-functional teams: backend, frontend, mobile, UI/UX, QA/QC, SEO, marketing, content, sales managers, and project coordinators, finding external experts when necessary;
- Worked directly with clients from over 20 countries, 6 continents, and 10 time zones, ensuring clear and transparent communication;

## WORK EXPERIENCE

- Drove client-focused business analysis, discovery, presales, and upsales, defining SOW, estimating efforts, and breaking down into sprints;
- During intensive company growth, multitasked concurrently 10 projects with 30 developers & 18 stakeholders while coordinating a portfolio of 3 internal programs with 8 stakeholders;
- As of Dec 2020, promoted to Chief Operating Officer, so in addition to being PM, also:
  - Managed portfolio of 4 internal programs in HR, Office operations, QA/QC, and Marketing.
  - Recruited and developed 40+ talents, optimized resource allocation, reduced bench;
  - Collaborated with CEO and Head of Delivery to bridge communication between team leads and developers to balance strategic vision with hands-on execution.

**Project Coordinator, Executive Assistant** — [Owlab](#) *IT outsourcing • onsite • Sep 2019 - Dec 2020*

- Office operations, HR processes, account management, client relations, SMM & SEO.

**Web Developer & Consultant** — [Upwork](#) *freelance • remote • Sep 2017 - Nov 2020*

- 100% JSS, delivering to customers in US, UK, EU, Canada, Colombia, and Israel

**Junior IT Lead Generation Manager** — [Owlab](#) *IT Outsourcing • onsite • May 2017 - Sep 2017*

**Junior IT Sales & Project Manager** — [Soft Group](#) *IT outsourcing • onsite • Jan 2017 - May 2017*

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## EDUCATION

**B.Sc. & M.Sc. — Computer Science**

*Poltava, Ukraine • 2013 - 2019*

[Poltava National Technical University](#)

**MBA Coursework — Business Administration**

*Riga, Latvia • 2017 - 2018*

[ISMA University of Applied Sciences](#)

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## ADDITIONAL INFORMATION

- **Languages:** English (Proficient); Ukrainian (Native); Russian (Native); Polish (Basic).
- **Technical Toolkit & Platforms Experience:**
  - **Collaboration tools & CRMs:** Jira (Advanced administration, automations, custom plugins, JQL), Slack (incl. custom bots), Confluence, Service Desk, Tempo, Trello, ClickUp, Asana, Microsoft Teams, Notion, Monday.com, Miro, Pipedrive, Zoho CRM, Airtable, Fireflies.ai, Loom, Adobe Photoshop, Figma, MS Office.
  - **Mobile App Delivery:** Google Play & App Store release, distribution, updates management, Telegram Mini Apps & Bots.
  - **Development & QA:** Python, JS, Next.js, PHP, Codex, Claude Code, Antigravity, Swagger, Postman, Sentry, Android Studio, Xcode, virtual machines, GitHub/Bitbucket/GitLab CI/CD
  - **Cloud Services:** Google Cloud Platform (Firebase, Maps API, Speech-to-Text API, reCAPTCHA, Looker Studio, GA4, GTM), Amazon Web Services (EC2, RDS, S3, CloudFront, MediaConvert, CloudWatch, Lambda, Route 53), Microsoft Azure App Service, DigitalOcean Spaces, CloudFlare, RevenueCat, Adapty, Apphud, Sensor Tower.
  - **Workflow automation:** n8n, Make.com, Zapier, Agentic AIs
- **Certifications & Courses:**
  - [Project Management Professional Certificate \(v2\) — Google](#);
  - [Professional Scrum Master — SkillUp EdTech on Coursera](#);
  - [Generative AI for Project Managers — IBM](#);
  - [Agile with Atlassian Jira — Atlassian](#);
  - [Introduction to Bitcoin futures — CME Group](#);
  - [Learning How to Learn — Deep Teaching Solutions on Coursera](#)
- **Driving Licence:** Canada (G, M); Europe (A, B);
- **Work Authorization:** Open Work Permit in Canada; PESEL UKR in Poland (EU).