

Rudesh Manandhar

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PROFESSIONAL SUMMARY

As a Product and Project Manager with a strong background in Business Development, I specialize in turning ideas into successful products while driving growth through meaningful client partnerships. Experienced in managing cross-functional teams, guiding projects from concept to launch, and identifying strategic opportunities to expand business, I focus on delivering user-centered solutions that create real impact. Combining technical understanding with market insights, I excel at aligning business goals with innovative execution—building not just products, but lasting relationships and thriving teams.

CORE COMPETENCIES

- **Business Development & Sales Strategy:** Proven expertise in upselling, cross-selling, and client retention to drive growth and service expansion.
- **Product Management:** Proven experience with product development from scratch covering all the market research to market research and collaborating with tech team to do it better
- **Project Management & Client Relations:** Skilled in managing client requirements, leading projects, and ensuring exceptional client satisfaction.
- **Leadership & Team Development:** Built and led high-performing teams from scratch, fostering collaboration and driving consistent results.
- **Technical Acumen:** Proficient in Flutter, Java, HTML, CSS, Python, and Django, enabling informed business-technical alignment.
- **Market Research & Proposal Development:** Experienced in proposal writing, bid management, and contract negotiation to capture client interest.
- **Communication & Collaboration:** Facilitates seamless client-developer interactions and cross-functional team coordination for impactful outcomes.

PROFESSIONAL EXPERIENCE

Assistant Product Manager

Fitflow Nepal | Remote

May 2023 – Aug 2024

Fitflow is a gym Management software that helps gym owners to manage the gym remotely. This is an application that is designed to make it simple and more engaging as they are trying to cover every persona that is inside the gym, not only the owners.

- **Product Design:** I assist the team with the product design; how the app should be what are the key features to be included and what are the problems that gym clubs are facing.
- **User Stories:** I tried to collect all the possible users that I tend to connect with this app and visit the problems they are facing and how this app should solve it.
- **Market Research:** There were already some management softwares in the market and i assist the team to find it and tried to get through the feature our competitors have and the problems they are lacking to solve.
- **Project Collaboration:** All these was done with the collaboration with the teach team as the results are driven from them. So it was a collaborative effort now the app is live and running smoothly.

Project Manager & Tech Sales Executive

Digital Mantras | (On-site)

Dec 2023 – Nov 2024

- **Client Communication & Business Development:** Led client interactions, achieving significant upsells and cross-sells by addressing client needs with tailored service offerings.
- **Client Relationship Management:** Built and maintained long-term relationships through regular follow-ups, project satisfaction reviews, and strategic service enhancements.

- **Upwork Profile Management:** Successfully managed an Upwork profile, winning key projects and converting them into ongoing sales through trust-building and high-quality delivery.
- **Project Collaboration:** Partnered with teams to create software specifications, ensuring technical solutions aligned with client goals for successful project outcomes.
- **Project Management Tools:** Utilized platforms like Basecamp and Asana for efficient task allocation, timely execution, and improved client satisfaction.
- **Strategic Growth Initiatives:** Identified opportunities to enhance service offerings, driving customer satisfaction and contributing to overall business growth.
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Business Development Representative

Dot Studio(Australia) | Remote

Dec 2024 – May 2025

- **Client Communication & Business Development:** Directed client conversations, consistently securing upsells and cross-sells by tailoring service solutions to specific client needs.
- **Client Relationship Management:** Fostered strong, long-lasting partnerships through regular engagement, satisfaction check-ins, and ongoing service enhancements.
- **Upwork Profile Management:** Oversaw Upwork account operations, securing key projects and transforming them into repeat business by establishing trust and delivering exceptional results.
- **Project Collaboration:** Worked closely with cross-functional teams to develop software specifications, ensuring technical deliverables were in line with client objectives for successful project completion.
- **Strategic Growth Initiatives:** Proactively identified and implemented opportunities to expand service offerings, driving customer satisfaction and supporting broader business growth.
- **Project Management Tools:** Leveraged tools such as Basecamp and Asana for effective task organization, timely execution, and to elevate overall client satisfaction.

Project Manager Trainee

Bajra Technologies Pvt. Ltd | Onsite

Mar 2025 – May 2025

- **Project Management in Leading Tech Companies:** Explored how successful organizations plan, execute, and deliver projects, learning best practices for collaboration and accountability.
- **Agile & Scrum Methodologies:** Practiced real-world application of agile-scrum frameworks, including sprint planning, backlog refinement, daily stand-ups, and team retrospectives.
- **Product Research:** Acquired skills in conducting both market and user research to inform software development and align solutions with user needs.
- **Project Timelines:** Gained experience organizing, estimating, and tracking project timelines to ensure timely and efficient delivery.
- **Risk Register:** Developed the ability to identify, document, and monitor project risks, contributing to proactive risk management strategies.
- **Stakeholder Communication:** Strengthened communication skills by regularly updating stakeholders on project progress, challenges, and deliverables.
- **Cross-functional Teamwork:** Worked closely with developers, designers, and product managers, enhancing coordination and collective problem-solving.
- **Process Improvement:** Participated in project review sessions to identify bottlenecks and opportunities for workflow optimizations.
- **Project Documentation:** Learned to use industry-standard tools and maintain thorough project documentation for transparency and continuity.
- **Key Industry Terms:** Became well-versed in essential project management concepts, furthering readiness for fast-paced tech environments.

Product Manager

Bajra Technologies Pvt. Ltd | Onsite

Mar 2025 – May 2025

Assigned as Product Owner for "Puppy Saga," an in-house casual game for kids—guiding the project from market research to design and delivery, with a focus on fun, team spirit, and user-first thinking.

- **Market Research:** Led comprehensive research into the casual gaming market for children, identifying trends, competitor products, and strategies to differentiate "Puppy Saga."
- **Product Roadmap:** Developed and maintained a clear product roadmap, prioritizing features and improvements to maximize project value and meet user needs.
- **Prioritization:** Utilized data-driven methods and stakeholder input to rank features, ensuring the most impactful work received focus throughout development.
- **Stakeholder Engagements:** Regularly communicated with key stakeholders, gathering input, aligning expectations, and keeping everyone informed of progress and major decisions.
- **Documentation:** Created and managed detailed product documentation, including feature definitions, user stories, acceptance criteria, and workflow guides to ensure clarity.
- **Cross-Team Collaboration:** Worked closely with development, design, and marketing teams to foster collaboration and drive successful project outcomes.
- **User-Centric & User-Friendly Design:** Focused on designing accessible, engaging, and age-appropriate experiences by conducting user research and usability testing tailored to kids.
- **Research-Driven Decisions:** Applied insights from ongoing market and user research to guide product direction and ensure alignment with target audience needs.
- **Process Improvement:** Continuously reviewed and refined workflows to boost team productivity and product quality.
- **Leadership Development:** Strengthened leadership capabilities by balancing multiple responsibilities, facilitating agile ceremonies, and guiding the team toward shared goals.

President

Prime Flair Club| Nayabazar, Kathmandu

Jan 2022– Sept 2024

- **Leadership & Team Formation:** Founded and led an organization from scratch, transforming it into one of the first profit-generating college clubs through strategic partnerships and team collaboration.
- **Event Management:** Created and executed a variety of events that boosted Prime College's online presence and marketing efforts, effectively engaging the new generation.
- **Sponsorship & Partnership Management:** Secured partnerships with major brands, aligning their marketing goals with our initiatives to create mutual value and strengthen relationships.
- **Project Management:** As president, I managed multiple responsibilities simultaneously, relying on strong project management skills to ensure successful execution and timely delivery.
- **Strategic Planning:** Always thinking ahead, I developed forward-looking strategies to ensure the organization's sustainability and growth, preparing for future challenges and opportunities.
- **Conflict Resolution:** Led a diverse group of entities, overcoming challenges and frustrations by using negotiation skills to find win-win solutions. Believed in brainstorming for third-party alternatives to resolve conflicts effectively.

PROJECT EXPERIENCE

Automatic Nepali Number Plate Recognition System

Prime College's Final Year Project

- **System Development:** Designed and implemented a Nepali Number Recognition System using Django.
- **OCR Integration:** Utilized OCR modules for accurate text recognition and processing.
- **Image Detection Module:** Built a robust image detection module to enhance recognition capabilities.
- **Object Recognition:** Developed a highly efficient object recognition module to ensure project success.
- **Project Success:** Delivered a reliable and effective system through strong technical execution and problem-solving.

Sukul Session

Live Unplugged Event

- **Event Planning & Organization:** Planned and organized the event with the primary goal of promoting original artists struggling to gain exposure in their field.
- **Post-Production & Marketing:** Ensured the event reached the right audience and took steps to maintain engagement and visibility post-event.
- **Sponsorship Management:** Secured partnerships with reputable companies to ensure financial support and event success.
- **Artist Management:** Managed multiple artists, ensuring their needs were met and they were fully satisfied throughout the process.

Prime College Carnival

Interactive College Fest

- **Event Planning & Organization:** Successfully planned and organized a large-scale college carnival aimed at enhancing Prime College's reputation and engaging students with diverse activities and entertainment.
- **Event Promotion & Marketing:** Ensured widespread visibility through targeted social media campaigns and follow-up content to maintain momentum and engagement.
- **Sponsorship Management:** Collaborated with prominent brands to secure financial backing, ensuring a well-supported and professionally executed event.
- **Activity & Vendor Coordination:** Oversaw coordination of multiple activities, games, and vendor stalls, ensuring a seamless and enjoyable experience for attendees.
- **Team Leadership:** Directed a team of volunteers and staff, ensuring effective communication and smooth execution of all event aspects.

EDUCATION

Bachelor of Science in Computer Science and Information Technology(B.Sc.CSIT)Prime College, Nayabazar, Kathmandu 2019 - 2024

Higher Secondary Education (Science)

Prime International School, Nayabazar, Kathmandu GPA: 2.70 | **2017 - 2019**

Secondary Education Examination (SEE) Maitri Sishu Vidhyalaya, Chhauni, Kathmandu GPA: 2.70 | **2017**

TECHNICAL & BUSINESS SKILLS

- **Business Development Tools:** Expertise in market analysis, proposal development, and bid management to drive growth.
- **Project Management Tools:** Proficient in Basecamp and Asana for efficient task allocation and project monitoring.
- **Programming:** Skilled in Flutter, Java, HTML, CSS, Python, and Django for technical development and solutions.
- **Event Management:** Experienced in planning, organizing, and executing events, ensuring seamless coordination, sponsorship acquisition, and impactful audience engagement.
- **Quality Assurance:** Adept at software testing, validation, and implementing user-centric design for enhanced client satisfaction.
- **Communication:** Strong interpersonal skills with proficiency in client presentations, negotiations, and managing expectations effectively.

REFERENCES

- **Er. Rolisha Sthapit**
Co-ordinator,Prime College
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