

Subject: Application for Project / Product Manager - Junaid Abid

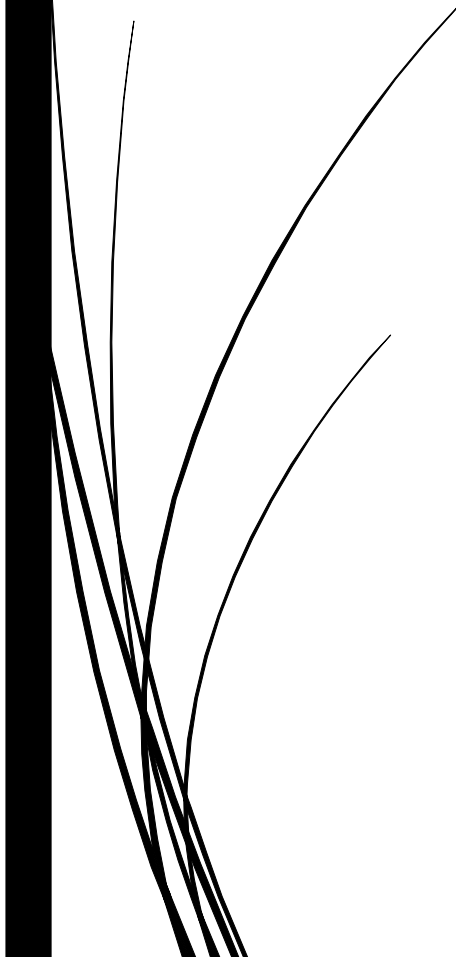
Hi,

I noticed your opening for a Project/Product Manager. I recently helped a SaaS startup secure large funding and defined product strategy for a digital twin no-code platform. I also specialize in building AI agents to automate workflows and reduce manual admin work. I'd love to show how I can bring this strategic and technical mindset to your team.

Worth a quick chat?

- Professional Networking: [LinkedIn](#)
- Freelance Services: [Behance](#)
- Public Portfolio: [GitHub](#)

Sincerely,
Junaid Abid



JUNAID ABID

AI Project Manager / AI Product Manager / Business Development Manager / Electrical Engineer
Munich, Germany • (+49) 163-2560561 • mj.abid@outlook.com • LinkedIn • Portfolio • GitHub

GROWTH STRATEGY | SAAS SCALING | AI AUTOMATION | FOUNDER SUPPORT | OPERATIONS | AGILE

6+ Years of Experience

CERTIFIED AI FLUENT LEADERSHIP PROFESSIONAL (CALYPTUS)
CERTIFIED PRODUCT/PROJECT MANAGER (MICRO1.)
REGISTERED & PROFESSIONAL ENGINEER (SCE & PEC)
ISO 9001: 2015 LEAD AUDITOR

I am an Agile-savvy Product & Project Manager with 6+ years of experience driving SaaS innovation and business growth. I specialize in automating workflows using AI, managing complex engineering projects, and launching digital products. Proven track record of securing funding, leading cross-functional teams, and delivering scalable solutions

CORE COMPETENCIES

Product Strategy: SaaS Modeling, Market Analysis, MVP Development

AI & Automation: Workflow Automation, LLMs, Chatbots, AI-Coding

Project Management: Agile/Scrum, Sprint Planning, Risk Management

Leadership: Cross-functional Team Leadership, Stakeholder Management, Mentoring

TECHNICAL SKILLS

#JIRA #Confluence #Asana #Trello #Click Up #Zoho #Notion #Miro #Mural #Figma #Slack #MS Teams #Monday.com
#Canva #Slack #Discord #HubSpot #Microsoft Office Suite #AUTO CAD #MATLAB #HTML/CSS #Formspree.io
#Web3forms #Python #ChatGPT #SORA #Zapier #Claude #Google AI Studio #Nano Banana pro #Gemini 3 pro #MS365
Co-Pilot #DeepSeek #Grok #Twain GPT #n8n #AI-Virtual Agents #string.com #RoboNeo #fish.audio #gammaAI
#LMarenaAI #GoogleWhisk #WanAI #DreaminaAI #GitHub

ACADEMICS

Hochschule Munich (HM), Germany - (2021 – 2023)

M.A. Entrepreneurship & Digital Transformation - (Grade: 2.2)

Thesis: IoT & Asset Management in Energy Systems

University of Lahore (UOL), Pakistan) - (2009 – 2013)

B.Sc. Electrical Engineering - (CGPA: 3.01)

Thesis: Automated Control for Gas-Driven Devices

PROFESSIONAL EXPERIENCE

PROJECT MANAGER | EMIRAT AG | Munich, Germany | 2023 – 2024

- Led a 4-member agile team, accelerating delivery by 25%.
- Built automation systems with Notion, ChatGPT, Zapier, and Excel.
- Accelerated project delivery by 25% using agile sprint optimizations.
- Secured new clients, expanding market footprint during probation.
- Achieved 100% invoice accuracy and streamlined project management workflows.

BUSINESS DEVELOPMENT MANAGER / MASTER THESIS | NAOTILUS GmbH | Munich, Germany | 2022 – 2023

- Owned end-to-end strategy for a new B2B SaaS platform.
- Created business case, securing €500K+ funding and 5 pilots.
- Managed product lifecycle from ideation to market validation.
- Led IoT data strategies for operational synergy and workflows.

BUSINESS ANALYST | MBI BUSINESS INNOVATION CONSULTING | Munich, Germany | 2019 – 2020

- Co-founded and launched a new B2B HR Tech platform.
- Led 50+ customer interviews for product discovery and validation.
- Developed go-to-market strategy, securing key industry partnerships.
- Steered product adoption by pitching at 10+ industry events.

QA/QC ENGINEER / SITE MANAGER | ADVANCE VISION E/M WORKS CO. | JEDDAH, KSA (2014 - 2016)

(Projects: King Abdullah Holy Haram Expansion & King Abdulaziz International Airport - \$31Bn)

- Conducted 350+ weekly inspections strictly adherent to ISO compliance.
- Managed supplier coordination with major brands like ABB & Schneider.
- Managed 75+ technicians on mega-construction projects, reducing rework costs by 20%.
- Drove ISO 9001 compliance and automated QA/QC workflows.
- Accelerated timelines by 30% through supplier coordination (ABB, Schneider).
- Averted operational risks, preventing a two-month project outage.

ADDITIONAL EXPERIENCE

REQUIREMENTS ENGINEER (WORK STUDENT) | INFINEON TECHNOLOGIES | MUNICH, GE (2018 - 2019)

- Reduced documentation release time by 30% for 100+ users.
- Managed Requirements Driven Dev Flow Process documentation using MS Word, Confluence & JIRA.
- Streamlined content management systems to improve team efficiency.

CONTENT SPECIALIST AUTOMOTIVE (WORK STUDENT) | CONSLINE AG | MUNICH, GE (2017 - 2018)

- Transformed raw customer voices into strategic market insights.
- Led CIMS data refinement for UK & Germany automotive segments.
- Secured Aston Martin as long-term client through data excellence.

KEY INNOVATION & ACADEMIC PROJECTS

Unique Portfolio Design using Javascript/CSS/HTML on Github Pages

- Developed multiple portfolio iterations (V1, V2, V3) showcasing structure.
- Created interactive web assets like Saturn Gyroscope and cursor effects.
- Demonstrated proficiency in front-end development and web component testing.

AI-Driven Travel Expense Management Agent

- Designed and deployed an autonomous agent for travel cost tracking.
- Implemented OCR parsing for automated bill and receipt intelligence.
- Integrated Google Workspace/Outlook for real-time compliance and reminders.
- Demonstrates practical ability to build digital employees/agents.

Master's Thesis - SaaS Lean Business Plan (Nautilus GmbH)

- Conceptualized lean business plan for no-code digital twin SaaS platform.
- Combined market analysis and stakeholder interviews for go-to-market strategy.
- Validated feasibility for scaling in the EU energy sector.

Digital Learning Gamification Platform | Siemens AG Collaboration

- Led design of gamified training platform scalable to 293K employees.
- Achieved 90% user satisfaction in prototype testing.
- Implemented Agile workflows to manage project milestones.

Bachelor's Thesis - IoT-Enabled Automated Control for Gas-Driven Devices

- Designed IoT gas flow controller using PIC16F877A microcontroller.
- Enabled automated, electricity-free gas control for off-grid applications.
- Integrated RF remote input and electromechanical components for regulation.

PROFESSIONAL CERTIFICATIONS & COURSES

- **micro1.:** Certified Product/Project Manager
- **Calyptus:** Certified AI Fluent Leadership Professional
- **ISO 9001:2015:** Auditor/Lead Auditor
- **Saudi Council of Engineers (SCE):** Registered Engineer
- **Pakistan Engineering Council (PEC):** Professional Engineer
- **Engineers Australia:** Production/Plant Engineer
- **IBM TechXchange Dev Day:** Virtual Agents/Open Source LLMs/AI & Automation Unpacked

PUBLICATION: Abid, Fatima & Zahid, Muhammad Ammar & Abedin, Zain & Nizami, Syed Bilal & Abid, Muhammad & Kazmi, Sayyada & Khan, Sami & Hasan, Humna & Ali, Mohsin & Gul, Alvina. (2018). Omics Approaches in Marine Biotechnology. 10.1016/B978-0-12-804659-3.00003-8.

LANGUAGES

- **English:** C1/C2 (Fluent)
- **German:** A2/B1 (Basic)
- **Urdu/Punjabi:** C2 (Native)

PROFESSIONAL REFERENCES

Available upon request.