

# JOHN WELLARD

## Web3 Agile Project Manager | Founder & Business Development Lead

Benoni, South Africa • Remote

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### // PROFESSIONAL SUMMARY

**Web3 Agile Project Manager** and **Business Development Leader** with **15+ years** of project leadership across water engineering, environmental solutions, and Web3. I hold **AgilePM Practitioner** and **PRINCE2 Foundation** certifications, and I've delivered 20+ projects with a 95% on-time completion rate. As Founder of **AgileGypsy**, I drive the strategic vision for AI × Web3 convergence—bridging the gap between complex blockchain technology and measurable business value. I orchestrate cross-functional teams from whitepaper to mainnet, speaking the language of developers, investors, and stakeholders alike.

20+

PROJECTS DELIVERED

95%

ON-TIME DELIVERY

40%

COST SAVINGS

15+

YEARS EXPERIENCE

### // WEB3 & LEADERSHIP EXPERIENCE

#### Founder & Web3 Delivery Lead | AgileGypsy

Mar 2024 - Present • Remote

- Founded blockchain consultancy offering full-cycle dApp delivery from whitepaper to mainnet
- Providing Agile project management for DeFi protocols while pioneering AI × Web3 convergence
- Spearheading strategic partnerships with protocols and enterprise Web3 teams
- Orchestrating cross-functional teams of developers, designers, and security auditors
- Guiding architectural vision for dApps integrating AI automation into blockchain workflows
- Stack: Agile PM, Tokenomics, Strategic Partnerships, Product Strategy

#### Full-Stack Blockchain Engineer | AgileGypsy

Jan 2026 - Present • Remote

- Leading full-stack initiatives combining technical expertise with project leadership
- Bridging secure backend protocols with intent-based frontend UX
- Implementing agile sprint planning and delivery for smart contract development lifecycles
- Coordinating security audit processes and formal verification requirements

#### WEB3 DOMAIN EXPERTISE

DeFi Protocols • RWA Tokenization • DAO Governance • Smart Contract Lifecycle • Security Audit Coordination • AI Agent Integration • Tokenomics Strategy • Cross-Chain Architecture

## // PROJECT MANAGEMENT EXPERIENCE

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### Project & Business Development Consultant | Independent

Oct 2022 - Mar 2024 • Remote

- Led 20+ projects across diverse industries including SproutAI and Designed Bio
- Achieved 95% on-time delivery and up to 40% savings through Lean methodologies
- Managed cross-functional teams and complex stakeholder relationships
- Clients: SproutAI, Thoroughbred Auto, Designed Bio Solutions, Total Water, Urban Farm

### Project & Business Development Manager | Designed Bio Solutions

Aug 2020 - Dec 2022 • Boksburg, South Africa

- Led international water and wastewater treatment projects including Hong Kong RBC upgrade
- Reduced project delays by 25% and rework costs by 10% through improved QA/QC systems
- Achieved 98% budget adherence with 15% improvement in client retention rates
- Managed global equipment exports and cross-border installations

### Project & Business Development Manager | Total Water Solutions

Jan 2011 - Aug 2020 • Kempton Park, South Africa

- Drove 40% revenue expansion over 9-year tenure through strategic business development
- Expanded client base by 25% while maintaining 95% client approval ratings
- Improved team efficiency by 20% and minimized project risks by 20%
- Featured in Water & Sanitation Africa magazine for RotorClear (RBC) plant innovation
- Key projects: Saudi Arabia DAF/MBBR plants, Kolomela Mine Anglo-American, Commercial Aquaponics

## // CORE COMPETENCIES

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#### Project & Agile Management:

Agile/Scrum Methodologies, PRINCE2, Sprint Planning, Backlog Management, Stakeholder Engagement, Risk Management, Budget Management, Resource Allocation, Team Leadership, Vendor Management, Quality Assurance, Lean Practices, ClickUp Expert

#### Business Development & Strategy:

Strategic Partnerships, Market Analysis, Client Relationship Management, Revenue Growth, Contract Negotiation, Proposal Development, Go-to-Market Strategy, Tokenomics Design

#### Web3 & Blockchain Knowledge:

DeFi Protocol Understanding, Smart Contract Lifecycle, Security Audit Processes, RWA Tokenization, DAO Governance, ERC Standards (4337, 6551, 3643), AI x Blockchain Integration, Developer Team Coordination

## // CERTIFICATIONS

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#### Project Management:

AgilePM® Practitioner

PRINCE2® Foundation

Business Agility L1

ClickUp Expert

### Blockchain:

- Solidity Smart Contract Developer (SSCD+) • Cyfrin • In Progress
- Chainlink Fundamentals (Jan 2026)
- Blockchain Basics, Foundry Fundamentals • Cyfrin (2025)
- Neo4j Certified Professional (Jan 2025)

### Formal Education:

BSc (Honours) Environmental Science • The Open University • 2022 - 2027 (In Progress)

## // KEY ACHIEVEMENTS

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- **Project Excellence:** Delivered 20+ projects with 95% on-time rate and up to 40% cost savings
- **Revenue Growth:** Drove 40% revenue expansion over 9-year tenure at Total Water Solutions
- **Industry Recognition:** Featured in Water & Sanitation Africa magazine for innovation
- **Web3 Pivot:** Successfully founded AgileGypsy consultancy bridging traditional PM with blockchain