Naveed Ahmed

Senior Technical Project / Product Manager at Royal Cyber Inc.

3089198191 • North Karachi, Karachi, Pakistan, Postal code: 75850

P | Professional Summary

Senior Project & Product Leader | Technical & AI-Driven Solutions

A highly accomplished Project & Product Leader with over two decades experience driving IT/Software initiatives, AI-based solutions, and digital transformation. Proven expertise in strategy, execution, risk mitigation, and stakeholder management. (Portfolio: https://naweeed.github.io/)

Core Competencies & Professional Highlights

Project Management | Strategic Planning | IT Infrastructure Development | Business Transformation | Agile & Digital Delivery | Risk Assessment & Mitigation | Budget Oversight & Cost Control | Large-Scale Project Execution | Business Continuity & Security | Leadership & Team Development | Stakeholder Engagement | Product Lifecycle Management

- **Led and executed** over 30+ complex IT/software projects with budgets ranging from $500K to $2M, managing risks, requirements, and cross-functional teams to deliver successful outcomes on time and within scope.
- **Spearheaded business transformation initiatives**, that standardized IT infrastructure for a 500+ user environment, reducing annual maintenance costs by 15% and enabling enterprise-wide agile practices.
- **Trusted leader**, recognized for delivering enterprise-scale solutions and earning credibility with executives, clients, and global stakeholders.
- **Strong communicator and collaborator**, engaging diverse teams, motivating staff, and ensuring alignment between business and technology.
- **Business strategist**, translating business needs into technology solutions to drive operational efficiency, digital innovation, and financial growth.

W | Work Experience

Senior Technical Project / Product Manager
Royal Cyber Inc.

Apr 2023 - Aug 2025
Karachi, Pakistan

As a Senior Technical Project/Product Manager at Royal Cyber Inc. from April 2023 to August 2025, I led the execution of high-impact projects, including a groundbreaking SaaS solution and a hybrid Generative AI platform. I directed cross-functional teams of up to 20 members, fostering collaboration and ensuring project milestones were achieved on time and within budget. I managed the complete software development lifecycle (SDLC), from initial planning and requirements gathering through to deployment and ongoing maintenance. As the primary liaison for stakeholders, I maintained open lines of

communication, effectively managing expectations and facilitating project alignment. My initiatives drove a 30% enhancement in project efficiency by implementing hybrid methodologies and optimizing processes, contributing to overall organizational success and innovation

Senior Technical Project Manager IT/ Software
ZEPCOM Pvt. Ltd.

Oct 2020 - Apr 2023
Karachi, Pakistan

As a Senior Technical Project Manager at ZEPCOM Pvt. Ltd. from October 2020 to April 2023, I led a dynamic team of up to 25 members in delivering innovative e-commerce and web solutions tailored for European clients. I managed the complete software development lifecycle (SDLC) for over 30 projects, optimizing resources to ensure timely and cost-effective solutions that aligned with client specifications. In my role as the primary technical lead, I facilitated seamless communication between clients and development teams, resulting in the successful execution of complex project implementations. I also played a pivotal role in platform upgrades and the integration of various third-party systems, such as ERPs and plugins, enhancing operational efficiency and client satisfaction. My expertise in fostering collaboration and driving project initiatives positioned our team as a trusted partner in delivering high-quality software solutions.

IT Project Manager
DotKlick Pvt. Ltd

Feb 2020 - Aug 2020
Karachi, Pakistan

As IT Project Manager at DotKlick Pvt. Ltd from February 2020 to August 2020, I led the successful execution of multiple software projects, including a Learning Management System (LMS), HR solutions, and financial applications, overseeing the entire project lifecycle from initial concept to deployment. I managed the development of a mobile application for digital SMS marketing and social media management, ensuring seamless user experience. I designed and integrated a comprehensive Institute Management System featuring a Jitsi Server for enhanced video conferencing capabilities. Additionally, I implemented an administration-controlled finance and payroll system to streamline financial processes. I architected a scalable solution to effectively manage operations for individual and multi-branch institutes, significantly enhancing operational efficiency. Moreover, I integrated a reseller module, empowering sales partners through a centralized platform. My role emphasized collaboration, stakeholder communication, and delivering high-quality software solutions aligned with business objectives.

Project / Product Manager - Technical
Matts Technologies Pvt. Ltd

Jun 2014 - Jan 2020
Karachi, Pakistan

As a Project/Product Manager - Technical at Matts Technologies Pvt. Ltd from June 2014 to January 2020, I successfully managed diverse projects spanning software products, business applications, and hardware & digital signage. I led cross-functional teams to deliver large and medium-scale business applications on time and within budget, ensuring alignment with client requirements and industry standards. My role involved overseeing project lifecycles, from initial scoping and requirements gathering to execution and post-launch support, driving continuous improvement in processes and solutions. I implemented agile methodologies to enhance team collaboration and innovation, while also managing stakeholder relationships to optimize client satisfaction. Furthermore, I ensured cost-effective project delivery, balancing resource allocation and timelines, which significantly contributed to organizational profitability and client retention. My analytical skills and technical expertise enabled me to identify and mitigate project risks effectively, ensuring successful outcomes across all domains.

Software Developer/Programmer

Cyber Internet Services Pvt. Ltd

As a Software Developer at Cyber Internet Services, I played a pivotal role in designing and deploying a public-facing online e-Payment website that streamlined customer transactions. I engineered an Over Usage Disconnection Utility, effectively managing customer accounts based on usage patterns. My contributions to upgrading the Infranet WebKit from version 6.1 to 6.2 significantly improved system capabilities and overall performance. Additionally, I developed various ERP and web-based applications, including Management Information System (MIS) reports and an Invoice Reporting System, to enhance business operations. I also created a specialized utility for managing prepaid internet card inventory and reporting, ensuring operational efficiency. My work environment included the Infranet Telecommunication System on Sun Solaris, utilizing C/C++, Java, Perl, JSP, and various web technologies, coupled with strong database management using Oracle.

Ⓔ Education

PGD - IT - Associate Degree

Queen Mary, University of London, UK

Dec 2006
Grade: Passed

Postgraduate Diploma in Information Technology

Queen Mary, University of London, London, UK - December 2006

(Sorry, System error, I was not able to select City as London)

Completed a Postgraduate Diploma in Information Technology, equipping myself with advanced skills in systems analysis, software development, and network management. This program emphasized practical applications and theoretical foundations, enabling me to tackle complex IT challenges. With a focus on emerging technologies and industry trends, I gained valuable insights into effective project management and IT strategy. My rigorous coursework and collaborative projects enhanced my problem-solving abilities and fostered a deep understanding of the IT landscape, preparing me for a successful career in the technology sector.

MCS - Master's

University of Karachi

Jan 2002
Grade: First Division

Master of Computer Science (MCS)

University of Karachi, Karachi

Completed January 2002

Achieved a Master's degree in Computer Science, equipping me with a strong foundation in advanced computing concepts, programming, and system design. My coursework included algorithms, database management, and software engineering, fostering analytical and problem-solving skills essential for

tackling complex technological challenges. This degree has prepared me to adapt to the rapidly evolving tech landscape and has contributed significantly to my ability to deliver effective solutions in various computing environments. (First Division: computer science, but coursework and projects demonstrate a high level of understanding and competence in the field.)

Diploma in Computer Science - Certification

NCR Education Center

Jan 1998
Grade: A+ Grade

Diploma in Computer Science, NCR Education Center, Karachi (January 1998)

Completed a comprehensive curriculum covering essential computer science concepts, programming languages, and software applications. Developed strong technical skills in areas such as system analysis, database management, and networking. A+ Grade attained, reflecting a solid understanding of core principles and practical applications in the field. This qualification has equipped me with a strong foundation for further studies and career advancement in technology, enabling me to effectively contribute to various IT projects and adapt to evolving industry standards.

B.Sc. (Bachelor of Science) - Bachelor's

University of Karachi, Pakistan

Apr 1997
Grade: Second Division

Bachelor of Science (B.Sc.) degree from the University of Karachi, Pakistan, completed in April 1997. Acquired foundational knowledge in scientific principles and methodologies, fostering analytical and problem-solving skills. The program emphasized practical experience, enabling effective application of theoretical concepts in real-world scenarios. Graduated with a Second Division, demonstrating a solid understanding of core subjects. Through rigorous coursework and hands-on projects, developed a strong ability to work collaboratively in diverse teams, effectively communicate complex ideas, and adapt to dynamic environments. This educational background has equipped me with the skills necessary for pursuing opportunities in various scientific fields.

Ⓢ Skills

Product Management　100%

Program Management　100%

Project Management　100%

Software Development　100%

P| Projects

Royal Cyber Inc. Projects List
Apr 2023 - Aug 2025

Senior Technical Project / Product Manager - Royal Cyber Inc.

Key Projects

GoTestPro: AI-Driven Test Automation Project Leader & Product Manager

- **Recipient of the HBL P@SHA ICT Award 2023** for a Generative AI-driven test automation solution under my leadership.
- Successfully delivered a solution that reduced manual testing time by **50%** and improved overall quality assurance.
- Managed the product roadmap, from ideation and feature prioritization to final delivery and market launch.
- **Technologies:** Java, Angular, Node.js, Playwright, Selenium, DevOps, GCP, Azure AI Services

SecuraCloud: Cloud Security Compliance Product (CSPM) Project Lead & Product Manager

- Led the effort to standardize the company's cloud infrastructure, resulting in up to a 30**% reduction in operational costs**.
- Implemented robust security protocols and automated monitoring systems to ensure continuous operation and data integrity.
- **Technologies:** Microsoft Azure, Azure DevOps, Terraform, AWS, GCP

ZEPCOM Pvt. Ltd. Projects List
Oct 2020 - Apr 2023

Senior Technical Project Manager IT / Software - ZEPCOM Pvt. Ltd.

Project List

- Shopware Bonus System Connector
- Product Configurator Standalone Solution
- Wizard for Electric Vehicle Charging Solution
- Custom File Manager Plugin
- Fitzek-shop upgrade
- flurfoerderzeuge.de upgrade phase 2
- Kmall.de upgrade
- SEPA Extension SW5 plugin
- ATC Theme
- Header & Footer TEST
- Zufor (www.zufor.de)

- Connect Acumatica ERP to Byrd

- Maske Berlin SW5 layout Change

- Acumatica to WooCommerce Connector

- Eat Performance GmbH

- Matahari SW6 Template

- Ammere Webshop

- Kuhn & Bieri Webshop

- TT-YOTPOSW5 reviews plugin

- Tangle Teezer Upgrade

- Stream Filter Integration

- Gators-Pizza T3 Upgrade v6.2x to v10.x

- Aboshop

- Bonus Points Coupon Solutions Plugin

- D2 Web Agency Website (https://d2web.agency/)

- IC-WordPress Website

- Shopware plugins sprints

- BigCommerce shop and theme module

- MDF-verpackungen.de configurator

- Cubyn Fulfillment Prestashop Module

DotKlick Project List
Feb 2020 - Aug 2020

IT Project Manager - DotKlick Pvt. Ltd

- Spearheaded diverse software projects, including a Learning Management System (LMS), HR solutions, and financial applications, from concept to deployment.

- Managed the end-to-end development of a mobile application for digital SMS marketing and social media management.

- Designed and integrated a comprehensive Institute Management System, incorporating a Jitsi Server for a full-featured video conferencing module.

- Implemented an administration-controlled finance and payroll system to centralize financial management.

- Architected a scalable system to centrally manage individual and multi-branch institutes, improving operational efficiency.

- Integrated a reseller module to empower sales partners with a centrally controlled platform.

Matts Technologies Project List

Project / Product Manager - Technical - Matts Technologies Pvt. Ltd

Key Projects

- **Import and Export Management System** (for DP World, Karachi, PK) Managed the development of a distributed application to streamline the import/export process, including consignment details, document uploads, and gate-out management.Designed and deployed a comprehensive solution used by customers, stakeholders, and management, enhancing process efficiency and control.Delivered the application across multiple platforms, including web, UI, handheld devices, and mobile components.

- **Queue/Qmatic Management System & Complaint Management System** (for Gerry's dnata, Karachi, PK) Spearheaded the development and implementation of the **QMS** to streamline visitor queues and improve service delivery times.Directed the creation of a **CMS** to capture, manage, and resolve e-complaints efficiently, improving customer satisfaction.Provided technical support and managed ongoing updates for applications used by a wide range of stakeholders.

- **Content Management System** (for Independent Freight Forwarders Alliance, Australia) Implemented a custom web-based CMS to provide centralized control over business offerings, features, and member management.Enabled the registration process for new members, facilitating international business and client interactions.

- **Advanced Digital Signage Products**Contributed to the development and delivery of a wide range of digital signage solutions, including Indoor and Outdoor SMD/LED Walls, Video Walls, Digital Signage Kiosks, and Digital Media Software.

Cyber.Net Projects List

Software Developer/Programmer - Cyber Internet Services Pvt. Ltd

- **Developed and deployed** a public-facing online e-Payment website for customer transactions.

- **Designed and implemented** an Over Usage Disconnection Utility for managing customer accounts based on consumption.

- **Contributed to a major upgrade** of the Infranet WebKit from version 6.1 to 6.2, enhancing system capabilities and performance.

- **Created a variety of in-house ERP and UI/Web-based applications** to support business operations, including Management Information System (MIS) reports and an Invoice Reporting System.

- **Developed a custom utility** for prepaid internet card inventory and reporting.

Languages

Urdu		English		Hindi	
	Fluent - Full Knowledge		Fluent - Full Knowledge		Fluent - Full Knowledge

© Certifications

Playwright Web Automation Testing   Dec 2024
Udemy - Online

Agile Scrum Fundamentals Certification   Jan 2024
Udemy - Online

A Awards & Honors

Annual Star Performance Award 2024   Dec 2024
Royal Cyber Inc.

Royal Cyber Share & Learn Sessions (Global)   Aug 2024
Royal Cyber Inc.

HBL PASHA ICT Award 2023   Dec 2023
Royal Cyber Inc.

ITCN Asia 2019, Karachi   Dec 2019
Matts Technologies Pvt. Ltd