Rafayel Markosyan
Product Manager

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SUMMARY

Product Manager with 7+ years of experience delivering high-impact B2B and B2C technology solutions. Scaled a startup to $42.9M annual revenue, built a CRM platform with real-time bank integrations, and led the Uber–Yandex data merger for 1.5M+ drivers and partners. Known for product ownership across full lifecycle, strategic thinking, and stakeholder alignment. Former Uber team member passionate about building impactful technology and creating value through user-first products.

KEY SKILLS

Product Strategy • Cross-Functional Leadership • SQL & API Fluency • Google Sheets • Figma • GitLab • Growth Experiments • Agile/Scrum • Business & Technical Communication • KPI Ownership • Prioritization (RICE, MoSCoW) • Stakeholder Management • And more...

EXPERIENCE

Alioth Consulting – Product Manager / CEO | Jan 2022 – May 2025
• Built consulting firm with $28.5K first-month revenue in IT delivery, automation, and legal support
• Delivered 20+ automation and integration projects; boosted B2B revenue by 28%
• Reduced B2C acquisition cost by 60% through optimized funnel strategy
• Company evolved from solo consulting to multi-stream service operations in 1.5 years

DUNco – Product Manager / CEO | Jan 2018 – Apr 2022
• Scaled IT platform in taxi industry to $42.9M revenue in 2 years
• Built multi-role CRM with instant driver payments and real-time banking APIs
• Onboarded 500K+ drivers via automated system; cut onboarding time by 800%
• Developed fraud prevention system reducing losses by 92.5%

Uber/Yandex – Project Manager | Jan 2016 – Jan 2018
• Led merger of 1.5M+ records across 100+ databases, enabling zero downtime
• Launched courier onboarding (4K in 1 month) and $4.3M/month payment system
• Built internal tooling for agent recruitment and training in Moscow region

Novovoronezh Nuclear Power Plant – Engineer | Sep 2012 – Jan 2016
• Led pneumatic testing for primary loop of Block 6 (major system integrity validation)
• Managed engineering documentation, 3D modeling, and full-cycle implementation

EDUCATION

National Polytechnic University of Armenia
• BSc, Thermal & Nuclear Power Systems (2008–2012)

LANGUAGES

English, Armenian, Russian, Spanish