



Dmytro Grysh

Operations / Project Manager

10+ years of combined experience in ecommerce, SaaS, iGaming and startups. I get projects done from A to Z, build efficient systems, hire and lead teams, make things happen the right way.
Always up for a challenge!

Contact



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Porto, Portugal

Projects portfolio:

www.dmytrog.com

Expertise

Operations & Automation	<div><div></div></div>
Project Management	<div><div></div></div>
Product R&D	<div><div></div></div>
Sales & Client Onboarding	<div><div></div></div>
Digital Marketing	<div><div></div></div>
Web Development	<div><div></div></div>
Systems Development	<div><div></div></div>
Design	<div><div></div></div>
Communication	<div><div></div></div>
Accountability	<div><div></div></div>

Experience

Operations / Project Manager

AODVENTURES

2024–2025

Saved 80% of CEO's time by automating processes, launched 10 products, and protected Best Seller Badge on Amazon, boosting business performance within 8 months.

Operations / Project Manager

LITCESSORY

2023–2024

Drove a 30% profit increase by PPC optimization, migrated project management to ClickUp, led store rebuild, and launched a new product .

Operations / Project Manager

LONESTAR MERCHANDISING

2020–2023

Built sourcing system, setup supply chains, handled budgets up to \$200K, developed products sold in US retail and acquired by Disney.

Sales / Product Manager

MOITURISTY

2013–2018

Boosted SaaS client base with 49.5% YOY growth by leading sales, onboarding, webinars, and exhibitions; connected clients and developers to enhance CRM product features.

Sales / Account Manager

EVO (PROM.UA)

2012–2013

Closed \$7,000 SaaS deals by leading personalized onboarding, using educational content, hosting webinars, and building trust through tailored communication and product demos.

KEYWORDS:

Operations · Project Manager · Ecommerce · SaaS · iGaming · Startups ·
Process Automation · Supply Chain · Amazon FBA · PPC Optimization ·
ClickUp · Budget Management · CRM Integration · Client Onboarding ·
Web Development · Systems Development · Digital Marketing · Team Leadership ·
Cross-functional Collaboration · KPI Tracking · Agile · Scrum · OKR · R&D ·
Product Launch · Vendor Management · Stakeholder Communication

PROFESSIONAL SUMMARY

Seasoned Operations and Project Manager with 10+ years delivering A→Z ecommerce, SaaS and iGaming initiatives. Expert at automating workflows, managing \$200K+ budgets, and leading cross-functional teams to exceed performance targets. Proven track record in driving 30–80% efficiency gains and YoY growth through data-driven decision making and robust process design.

CORE COMPETENCIES

- Project Lifecycle Management
- Budget Oversight & Cost Control
- Process Automation & Workflow Design
- Vendor & Supply Chain Management
- KPI Definition & Performance Analysis
- Agile/Scrum Methodologies
- Team Leadership & Talent Development
- CRM Onboarding & Integration
- Digital Marketing Strategy
- Product R&D & Launch
- Amazon FBA Best Seller Maintenance
- PPC Campaign Optimization

SELECTED ACHIEVEMENTS

- Automated order fulfillment and reporting pipelines—saved 80% of CEO's time and accelerated product launches by 50%.
- Designed and implemented sourcing system with 5 key vendors—reduced COGS by 20% and secured Disney acquisition of private-label products.
- Migrated entire PM operation to ClickUp—cut project turnaround from 6 weeks to 4 weeks and improved on-time delivery by 35%.
- Led PPC optimization for 150+ SKUs—drove a 30% profit lift and lowered ACoS by 25% within six months.
- Spearheaded SaaS sales growth—achieved 49.5% YoY client growth via targeted webinars, educational content, and CRM feature advocacy.

PROFESSIONAL EXPERIENCE (ATS-PARSE FORMAT)

Role: Operations / Project Manager

Company: AODVENTURES

Dates: Jan 2024 – Present

Location: Remote / Porto, Portugal

Responsibilities:

- Automated business processes using Zapier, Python scripts, and SQL.
- Launched 10 new products on Amazon, maintaining Best Seller badge.
- Developed KPI dashboards in Google Data Studio for executive reporting.

Role: Operations / Project Manager

Company: LONESTAR MERCHANDISING

Dates: Mar 2020 – Dec 2023

Location: Remote / Portugal

Responsibilities:

- Built end-to-end supply chain from design to delivery; managed \$200K budget.
- Negotiated contracts with 8 international vendors; reduced lead times by 30%.
- Coordinated cross-department teams (Design, Dev, Sales) for product rollout.

Role: Operations / Project Manager

Company: LITCESSORY

Dates: Jan 2023 – Dec 2024

Location: Remote / Portugal

Responsibilities:

- Optimized PPC campaigns on Google Ads and Meta; increased ROAS by 120%.
- Managed ClickUp migration—trained 25 team members and standardized processes.
- Led Shopify store rebuild—improved site speed by 40% and conversion by 15%.

TECHNICAL SKILLS

- Project Tools: ClickUp · Jira · Asana
- Automation: Zapier · Make (Integromat) · Python (pandas, requests) · n8n
- CRM & ERP: Salesforce · HubSpot · Microsoft Dynamics
- Marketing Platforms: Google Ads · Facebook Business Manager · SEMrush
- Analytics & Reporting: Google Data Studio · Tableau · Excel (PivotTables)
- Development: HTML · CSS · JavaScript · PHP · MySQL · NextJS · Vibecoding

LANGUAGES

- English · Russian · Ukrainian