HANNA KLIMUSHKA

Product Manager

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PROFESSIONAL SUMMARY

Product Manager and Product Owner with 14 years in IT, including **product leadership for AI platforms in the pharmaceutical and life-sciences domain**. Owns the **full product lifecycle** — from concept and discovery through launch, adoption and ongoing optimization — translating customer needs, market trends and business objectives into clear requirements and prioritized roadmaps. Runs competitive and industry research, partners closely with engineering, design, commercial and customer-facing teams, and validates direction with clinical and commercial SMEs. Applies **risk-based governance and regulatory oversight** (SOC 2, HIPAA, GDPR, EU AI Act) and tracks product performance against defined metrics. Fluent, collaborative communicator who thrives in fast-paced, globally distributed environments.

WORK EXPERIENCE

Eularis | October 2023 – Present (London, UK)

Senior Product and Programme Manager — AI solutions for the pharmaceutical & life-sciences industry

- **Own the full product lifecycle** for AI products in the pharmaceutical / life-sciences domain — an AI diagnostics platform, a GenAI funding-intelligence platform and an AI vendor marketplace — from discovery through launch, adoption and optimization.
- **Translate customer needs, market trends and business objectives** into clear product requirements and prioritized roadmaps, and maintain and communicate those roadmaps across the organisation.
- **Conduct competitive and industry research** across the life-sciences ecosystem to identify opportunities, emerging technologies and potential risks.
- **Partner with engineering, design, commercial and customer-facing teams** and build relationships with clinical, commercial and technical SMEs to gather insights and validate product direction — facilitating 10+ discovery workshops and cutting requirement rework by 35%.
- **Apply risk-based governance and regulatory oversight** — SOC 2 certification with zero compliance blockers at audit, embedding HIPAA, GDPR and EU AI Act expectations into product workflows.
- **Track product performance against defined metrics** and report to senior leadership, accelerating C-level decision-making by 20%.

Flux AI | March 2025 – April 2026 (London, UK)

Senior Product Manager — venture-backed GenAI SaaS startup

- **Managed a software product across its full lifecycle** — concept to MVP in under 12 weeks — in a fast-paced startup, with bi-weekly releases and iteration on real usage.
- **Owned go-to-market and monetisation** — pricing, positioning and a credit-based model — and managed 20+ AI provider APIs and multi-cloud services; infrastructure decisions cut AI-inference costs by 60–70%.

BIP UK (Chaucer, part of BIP Group) | September 2022 – September 2023 (London, UK)

Management Consultant — digital transformation programme, energy sector

- Directed a transformation programme across **8 concurrent workstreams** (50+ FTEs) — requirements gathering, stakeholder alignment and delivery to timeline and budget.
- Introduced programme-wide dashboards, risk tracking and reporting to senior leadership — reducing missed deadlines by 20%.
- Delivered critical data migration and system integration within a live, regulated enterprise environment — operational continuity throughout cutover.

Ciklum | January 2019 – September 2022 (Kharkiv, Ukraine)

Senior Delivery Manager — global software engineering company

- Led client-side delivery across teams of 25+ engineers — cycle times down 28%, productivity up 13%, 97% positive client feedback — translating customer needs into requirements.
- Implemented RAID-based risk management — active project risks reduced by 19% and a 14% cost reduction.

Opinion Corp | October 2012 – September 2018 (Kharkiv, Ukraine)

Agile Product / Project Manager — progressed from Customer Support, HR & PR leadership

- Progressed over ~6 years from customer support, HR and public-relations leadership into **Agile product and project management**, taking increasing ownership of delivery, client relationships and product outcomes.

Sub-project: WiserBrand — software development & digital services

- Managed budgets across **concurrent software programmes with third-party and payment integrations** — delivering 16% cost savings through structured resource planning and commercial negotiation.
- Led **HIPAA and GDPR compliance delivery** alongside US legal counsel to 100% certification — raising client NPS from 7.0 to 9.2 across the portfolio.
- Prepared user stories and acceptance criteria and coordinated developers, QA and clients through the full delivery lifecycle.

Additionally: Founder of Wow PM — a project management education platform and community (course in its 5th cohort), mentoring product and project managers.

SKILLS & TOOLS

- **Product management:** Full product lifecycle (discovery → launch → optimization), product strategy & roadmapping, requirements & specifications, prioritisation, competitive & industry research, go-to-market, product KPIs, voice of customer
- **Life sciences & regulated:** Pharmaceutical / life-sciences AI products; risk-based governance & quality oversight; SOC 2, HIPAA, GDPR, EU AI Act, ISO 13485; delivery alongside legal & clinical SMEs
- **AI & technical:** LLM / GenAI product delivery, AWS (Bedrock), APIs, multi-cloud; Claude, ChatGPT, Google NotebookLM, Fireflies embedded into product workflows
- **Methodologies & tools:** Scrum, Kanban, SAFe, Lean, Hybrid Agile; Jira, Confluence, Azure DevOps, GitHub, Miro, Notion, Figma
- **Analytics:** PostHog, Google Analytics, EazyBI — product performance metrics and data-driven decisions

EDUCATION

Master's degree, Management of Foreign Economic Activity — National Technical University “Kharkiv Polytechnic Institute”

CERTIFICATIONS

- Certified Scrum Master (CSM) — Scrum Alliance (Credential ID 1700677)
- Professional Scrum Master I & II (PSM I, PSM II) — Scrum.org

LANGUAGES

English — fluent, professional; Ukrainian — native; Russian — native