



Ryan Nugara

STRATEGIC PARTNERSHIPS · BUSINESS DEVELOPMENT · AI-ENABLED BUSINESS SYSTEMS

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Remote-first · working globally

PROFILE

Business development and strategic partnerships professional with 9+ years across South Asia's SME, digital and innovation ecosystems — combining end-to-end deal ownership, multi-stakeholder collaboration and disciplined execution. Track record of designing partnership frameworks, structuring MOUs and joint commercial models, and engaging C-suite decision-makers as a trusted advisor; has led teams of 8+ direct reports and built pipeline from cold-start in emerging digital categories. Since 2025, also designs and ships the systems behind the commercial work: a production sales CRM, booking and claims platforms, and AI-enabled operations tools — built on modern web stacks with automated testing and security verification (portfolio: [grouponugara.com](#)).

SELECTED IMPACT

21%

Revenue growth across managed partnerships

\$126K

Largest single partnership deal closed

20%

Improvement in client retention

8+

Direct reports led across functions

CORE COMPETENCIES

- Ecosystem partnerships & strategic alliances
- MOU negotiation & joint commercial agreements
- C-suite & senior stakeholder engagement
- End-to-end pipeline ownership — origination to renewal
- Pitch leadership — storyboarding to close
- Cross-functional team leadership (8+ reports)
- Partnership reporting, ROI tracking & performance metrics
- South Asia SME & digital innovation ecosystems
- AI-assisted product development & workflow automation
- Production web systems — TypeScript · React · Postgres

SYSTEMS & PRODUCT WORK · 2025 - 2026

- Designed and built a production **B2B sales-operations CRM** (React, TypeScript, Postgres with row-level security) whose import-duty engine is reconciled to the cent against real bills of quantity; verified by nightly automated test runs and weekly security stress-tests. **IN USE**
- Built an **AI knowledge & operations system** — hundreds of working sessions distilled into a searchable memory with scheduled agents running daily briefings, tests and reviews. **IN USE**
- Shipped a **collectibles claim-sale automation platform** used for a real seller's live sales — realtime catalogue, timestamp-fair claim resolution, automated invoicing. **LIVE**
- A **prompt-intelligence SaaS** in public beta, and a complete **salon booking & billing platform** pilot verified by ~70 automated end-to-end checks. **BETA / PILOT**

PROFESSIONAL EXPERIENCE

Business Development Specialist · *AdPod.xyz*

Remote · Nov 2024 – Aug 2025

Senior commercial role at an emerging Web3 advertising platform — building partnership pipeline from cold-start and translating a complex technical product into commercial outcomes for senior buyers.

- Originated, structured and closed strategic partnerships end-to-end across networks, agencies and influencer platforms — owning the full lifecycle from prospecting through MOU negotiation, contracting and onboarding.
- Lifted partnership revenue 21% through systematic ecosystem outreach — repositioning the value proposition around outcomes (reach, brand safety, attention metrics) rather than the underlying technology.
- Engaged C-suite and head-of-marketing decision-makers as a trusted advisor — closing a single anchor partnership at \$126K and improving pipeline retention 12%.
- Bridged product, marketing and finance stakeholders to deliver commercial structures matched to each partner's risk profile — surfacing structured market feedback into the product roadmap.

Regional Account Manager · *Sprinters Advertising LLC*

Remote (concurrent) · Apr 2023 – Present

Regional advertising agency operating across South Asia and the Middle East — owning a portfolio of accounts across retention, expansion and cross-sell.

- Drove 21% YoY revenue growth and a 20% improvement in retention across managed accounts through structured account planning, senior stakeholder engagement and disciplined renewal cycles.
- Led pitch and proposal development for new business across South Asian markets — owning discovery, storyboarding, presentation and follow-on negotiation through to onboarding.
- Promoted from Account Manager to Regional Account Manager within 12 months on operational performance and client-expansion outcomes.

Operations & Production Manager · *QJ Quartzstone (Pvt) Ltd.*

Sri Lanka · May 2019 – Jul 2022

Operational leadership in a manufacturing business — accountable for cross-functional team leadership across production, quality and supplier coordination, with direct executive engagement.

- Led a cross-functional team of 8+ direct reports across production, quality control and supplier coordination — designing the KPI frameworks and SOPs that gave leadership structured visibility on output and quality.
- Engaged directly with senior client contacts and suppliers to manage expectations, resolve commercial issues and present operational solutions on high-stakes accounts.
- Drove continuous process-improvement initiatives that reduced operational variance, standardised workflows and lifted on-time delivery across production teams.

Client Services Intern · *Leo Burnett*

Sri Lanka · Early career

Early exposure to client services and stakeholder management within one of the region's leading communications agencies — supporting account teams on client briefs, campaign coordination and presentation development.

EDUCATION

Bachelor of Commerce (B.Com.)

St. Peter's College, Colombo

ADDITIONAL

Languages: English (fluent) · Sinhala (native)

Mobility: Remote-first, working globally; open to hybrid arrangements

Development: Self-directed across partnerships, negotiation and AI-assisted product engineering