

David Poussif

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PROFILE

Technical Project Manager with 10+ years of experience driving SaaS, e-commerce, and app gaming projects from ideation to successful deployment. Uniquely positioned at the intersection of technical execution and business strategy, bridging the gap between software engineers and enterprise stakeholders. Combining hands-on expertise in Agile workflows and data analytics with recent advanced training in Machine Learning and LLMs from Sorbonne University to drive product innovation and deliver scalable, customer-focused tech solutions.

KEY SKILLS

- Software Development: C#, Python, AWS, GitHub, CI-CD pipelines, Databricks.
- Data Analytics & Visualization: SQL, Excel, Tableau, PowerBI, Looker, Seaborn.
- Soft Skills: Agile/Scrum, Product Ownership, Stakeholder collaboration, cross-functional communication, tech to business bridge, conflict resolution, mentorship.
- Languages: English (Native), Spanish (Native), Italian (C2), German (B2).

EXPERIENCE

QA Manager / Technical Project Manager | *Ubisoft Kolibri Games - Berlin, Germany*

Sep 2021 – Apr 2025

- **Stakeholder Alignment:** Guided critical production decisions across Agile teams by analyzing player and tech data, directly contributing to a \$2M grossing month.
- **Data-Driven Process Improvement:** Built Looker dashboards and SQL queries for KPI monitoring, successfully reducing ANR (App instability) by 75% within 6 months.
- **Release Ownership:** Acted as Release Owner, managing complex feature deployments within CI-CD pipelines while executing minor bug fixes in Python.
- **AI Integration:** Contributed to the integration and testing of a Machine Learning SDK within a live, massive-scale game environment improving automated testing.

Technical Project Manager | *SGSCO - Hull, UK*

Jan 2019 – Sep 2021

- **Workflow Optimization:** Managed 50% of the 3D modeling for automated CGI production for major consumer brands. Innovated workflows through data analysis, cutting delivery times by 25% and reducing the client Quality Control phase from 3 days to 1 day.
- **Enterprise Customer Success:** Acted as the primary technical point of contact for VIP accounts, bridging the gap between customer expectations and team output through transparent communication to deliver high-quality projects.
- **Team Leadership:** Delivered internal training on Agile project management and analytics practices to accelerate the onboarding of new technical team members.

Business Development Manager (Freelance) | CashU, FLMotors, Findcourse.com - Dubai, UAE

Nov 2016 – Jan 2019

- **Strategic Analytics:** Guided growth strategy by producing comprehensive PowerBI and Excel reports, structuring user data taxonomies and segmenting profiles for marketing campaigns, exceeding quarterly expansion targets by 20%+.
- **Client Relationship Management:** Owned the end-to-end B2B customer journey, gathering technical requirements and asserting deliverables, opening 12 new markets.
- **FinTech Product Management:** Aligned stakeholders on "CashU SmartAuth," a real-time Machine Learning fraud-prevention tool for the finance sector. Applied commercial acumen to design modular pricing, successfully reducing chargebacks and driving upsells.

Technical Project Manager | eKomi - Berlin, Germany

Nov 2014 – Nov 2016

- **API & Product Ownership:** Owned the end-to-end development of feedback analytics products, integrated via API on cloud backends, utilizing Jira and Salesforce CRM.
- **Cross-Functional Delivery:** Coordinated cross-functional Agile teams to successfully implement custom made solutions for enterprise e-commerce clients.
- **B2B Customer Onboarding:** Managed relationships for up to 5 concurrent VIP accounts, leading both the technical delivery and financial scoping. Accelerated the sales cycle by directly approving project pricing and contracts to ensure seamless integration.

Customer Service Team Lead | American Airlines - Cape Town, South Africa

May 2012 – Dec 2013

- **Operational Leadership:** Supervised a team of 13 representatives within a 50+ agent call center, handling high-volume customer service escalations for a global airline.
- **Performance & KPI Tracking:** Implemented strict KPI tracking and coaching methodologies, improving team attendance by 140% and quality metrics by 120%.

EDUCATION

Data Science & AI – Sorbonne University (2025)

Electronic Engineering – Politecnico di Milano (2010)

VOLUNTEERING

International Events Organiser at CouchSurfing

Muay Thai Instructor at ViKongz