

Contact

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(LinkedIn)

Top Skills

Strategy

Operational Execution

Corporate Management

Languages

Hindi (Native or Bilingual)

Marathi (Professional Working)

English (Full Professional)

Malayalam (Native or Bilingual)

Certifications

Work Smarter, Not Harder: Time
Management for Personal and
Professional Productivity

Mindware: Critical Thinking for the
Information Age

Strategy Formulation

Strategic Management

Publications

The Advantages of Using
Technology in Human Resource
Training and Development

Cyril Reynolds

operations @ conscious engines
Bangalore Urban, Karnataka, India

Summary

hi! im cyril. this profile (and by extension, my life) is still a story in the making. i currently work at conscious engines building non-technical functions up for a company from scratch. we're funded and have investor interest to raise more before end of this year. my last job was at devfolio - one of the most prominent developer engagement platforms in the world. my tenure highlight was organizing blocktrain - asia's first hackathon on a train. i did stuff that people didn't want to do (ops), and i also made sure that people knew about what we were doing (marketing). i was also a product lead at hopstack, a warehousing software company. it was also my first job out of uni, where i got an undergrad in business. a core principle of my life is to fuck around and find out. i am optimizing my 20s to work in as many disciplines and make mistakes, so that i can build my own thing. i come with ambition, and i have the work ethic to back it up. my short attention span ensures that i have a diverse set of non-work interests. as of writing this, they are motorbiking, hip-hop music, dj-ing, travelling, and photography/content creation. linkedin connections are too superficial imo. say hi, i love making new friends. and if there's anything i can help you with, holler. have a nice day :)

Experience

Conscious Engines

Head of Business Operations

November 2025 - Present (10 months)

Bangalore Urban

A former boss told me that doing 0-to-1 things is a lot more valuable than doing 1-to-n things. And I took him seriously.

I lead Business Operations at Conscious Engines, building and running the non-technical operating layer for a funded company working at the frontier of AI and research.

I own the systems that let the technical and creative teams execute. Some examples include:

- Set up and operate the India entity, including government interfaces, vendors, and statutory requirements
- Lead compliance, legal coordination, and auditor work toward compliance readiness
- Own payroll, compensation studies, related compliance, documentation, and parts of hiring
- Run end-to-end financial operations, including P&L management with CAs and CSs.
- Conduct deep regulatory and legal research to shape company initiatives and structures
- Build the operating foundation for Skunkworks projects where the path is unclear.

I work across ambiguous, high-leverage problems where the answer is not yet obvious, then turn them into systems, decisions, and execution.

Also, my biggest KPI is to ensure that the fridge is always stocked with Diet Cokes and Monsters

Devfolio

1 year 1 month

Marketing Lead

March 2025 - October 2025 (8 months)

Basically the same as what I was doing but fancier title. Oh, and I got access to our Twitter account(s), and took dormant media properties (ETHIndia and Devfolio) to increase their follower counts by a cumulative 20k followers, with a 5%+ engagement rate and north of 2 million impressions a month.

Operations & Marketing Generalist

October 2024 - March 2025 (6 months)

Bangalore Urban, Karnataka, India

Twitter helped me find this job.

- Highlight: Organized Asia's first hackathon on a train, BlockTrain
- Running online marketing for Devfolio and her sister assets (ETHIndia)
- Run operations for 1000+ attendance hackathons across two timezones.

- Was a core contributor for ETHIndia 2024, ETHDenver 2025, ETHSF 2025, Warpspeed 2025.
- Led developer activation engagements for companies like Base, Lightspeed Venture Partners, Google, Sahamati AA, and Coinbase.
- Resident degen and meme master of the company

Hopstack

2 years 11 months

Product Lead - Hopstack Ignite

December 2023 - October 2024 (11 months)

Bangalore Urban, Karnataka, India

- Run the product development and strategy functions for Hopstack Ignite, our prep-center focused WMS product.
- Manage a cross-functional team of 2 engineers, 2 marketers and a designer to ideate and deliver features for the product.
- Manage the product roadmap and delivery of features
- Currently neck deep in the 0 -> 1 journey of getting our first customer and finding PMF. If you're reading this, wish me luck.

Implementation Engineer & Product Liaison

July 2023 - October 2024 (1 year 4 months)

Bangalore Urban, Karnataka, India

- Internally transferred to the Customer Success and Implementation Division
- Led the deployment for 15+ enterprise and business customers, with an average ARR of \$35k. Also, acted as a key account manager for 2 out of 3 enterprise clients with an ARR of \$150k+
- Led cross-functional teams (engineering, product, implementation, customer support) to train, configure, and deploy the software for all signed customers.
- Conducted training and development activities for 10+ customers across various demographic identities (tech-friendliness, age, experience, nationalities, etc.)
- Liaised with the product team and the product owner to collate and compile product requests from the customers and ensure that either the feature, or a decision gets delivered to the customer.
- Created a 400+ page knowledge base from scratch, isolated 10+ high customer-support issues and created plans to fix them, resulting in a drop of customer service queries by 63% in 6 months.

Associate Product Manager

June 2022 - October 2023 (1 year 5 months)

Bangalore Urban, Karnataka, India

- Led the development and delivery of 40+ features and featurettes over 1.2 years
- Established processes as the first PM of a growing B2B startup, impacting product development in a 20 person team.
- Trusted advisor to leadership on all product matters.
- Researched and went through hours of customer meeting recordings to isolate pain points and manage the product roadmap
- Saw a 100% YoY growth in revenue as a result of features that were delivered as part of the roadmap I managed.

Product Management Intern

December 2021 - June 2022 (7 months)

Bangalore Urban, Karnataka, India

- Working with the product, marketing, and engineering teams to fulfill sprint objectives, compile product documentation, and perform other ancillary functions
- Writing product blogs and making product videos
- Creating selling frameworks and sales funnels for products
- Creating PRDs for internal feature development for the platform
- Researching competitive landscape to develop feature lists, counter-competitive messaging, development priorities and research reports.

Wiggles.in

6 months

Management Trainee

May 2021 - September 2021 (5 months)

Pune, Maharashtra, India

- Participated and then led various projects such as product launches, service launches, process optimization, due diligence coordination, technological improvement, etc.
- Implemented a new product development pipeline that resulted in an accelerated product launch timeline of 2-4 months (from 8-12 months).
- Implemented new processes for asset requisitions that reduced turnaround times by 50%.
- Negotiated with two B2B vendors for finalizing B2B purchase deals worth \$15k.

Project Coordination Intern

April 2021 - May 2021 (2 months)

Pune, Maharashtra, India

- Generated weekly and monthly reports for management.

- Worked with HR to develop a departmental roadmap that laid down development timelines for HR policies, code of conduct, and documentation.
- Worked with IT to assist in the migration process of data from one domain to another.

Harvard US-India Initiative

Member of the Organizing Committee

July 2020 - February 2021 (8 months)

South Mumbai, Maharashtra, India

- Assigned to the logistics division as well as the delegate relations division.
- One of 11 people selected from the largest application pool in HUII history to be a part of the OC.
- Led the design efforts for the conference, concentrating on social media graphics, conference programme brochure and promotional materials
- One of seven moderators chosen to spearhead and steer discussions with panellists and speakers. I personally handled a fireside chat with Ms Milee Ashwarya, renowned publisher and Ms Marya Shakil, political editor at a major news house.

Education

Symbiosis Centre for Management Studies- Pune

Bachelor of Business Administration - BBA, Human Resources Management & Marketing Management (Dual Major)

The Lexicon Schools

12th, CBSE, Science