

Razvan Bordinc

Product Manager / Product Owner

bordincrazvan2004@gmail.com | +40 734 343 114 | linkedin.com/in/razvanbordinc | Timisoara, Romania | razvanbordinc.com

SUMMARY

I launched 3 products and an agency since 2024, B2B and B2C, on web and mobile. I ran every part: research, pricing, marketing, sales and support. I repriced by segment, taking paying conversion from 0 to 4.7% (4 of 86 signups). AI policy and EU VAT rules cost me three payment migrations; I rebuilt billing each time.

EXPERIENCE

Founder & Product Manager, Raport Imobiliar Feb 2026 - Present

Wayrone Enterprises5 SRL

- Built a property due-diligence product assembling 50+ checks per property from government, academic and commercial sources.
- Defined 4 buyer segments and rebuilt pricing across 5 iterations after diagnosing 24% activation against zero payment; paying conversion 4.7% (4 of 86).
- Repositioned the product as a tool that closes deals faster, after agents rejected it as something that would replace them.

Founder & Product Manager, Supclub Nov 2025 - Present

Wayrone Enterprises5 SRL

- Launched a real-time nightclub platform on web & mobile: chat, song requests, digital menu, staff alerts and polls, across 5 roles.
- Designed pricing on COGS as events x venue capacity, because a third-party chat provider had huge costs.
- Ran cold outreach to 73 venues across three channels, 0 signups; clubs buy through people they know, so the next test is referral-led.

Founder & Product Manager, Creier Roz Mar 2026 - Jun 2026

Wayrone Enterprises5 SRL

- Launched a productized low-cost web-building service for psychology practices and accountants.
- Ran 436 outbound conversations, splitting channel and message style by audience age; closed 9 clients (2.06%).

Technical Analyst Nov 2025 - Present

EVALFOR SRL

- Analyzed business and billing documents, then automated invoice preparation by auto-filling from tracking waybills.
- Built an internal item catalogue and document templates, cutting preparation from ~1 hour to under 5 minutes.

Founder & Product Manager, Dashzz Nov 2024 - Feb 2026

Wayrone Enterprises5 SRL

- Built a gamified productivity product for neurodivergent users with AI assistants; 228 organic users, 4 paying.
- Ran a discovery loop across Reddit communities and a Discord server I built.
- Cut it when the target community turned against AI, which was the product's core differentiator.

SKILLS

- Product:** Product strategy, discovery, user research, customer interviews, competitive analysis, prioritization, product roadmap, user stories, acceptance criteria, product backlog, go-to-market strategy
- Delivery:** Agile, Scrum, specifications, PRD, stakeholder management
- Data & analytics:** Pricing strategy, monetization, value metric, unit economics, COGS, product analytics, funnel analysis, activation and conversion optimization, retention analysis, experimentation, A/B testing
- Technical:** APIs and integrations, system architecture, technical trade-offs, cloud infrastructure, databases, SQL, React / Next.js, .NET, JavaScript ecosystem
- AI:** GenAI, LLM integration, AI prototyping, prompt engineering, automation, token economics, model selection, evals, EU AI Act
- Growth:** SEO, organic content, paid acquisition, cold outreach, customer support
- Tools:** Figma, Jira, Notion, Git, Claude Code, Meta Ads, Sentry
- Languages:** English (C1), Romanian (native)

EDUCATION

Computer Science, BSc 2023 - 2025

Politehnica University of Timisoara

- Completed 2 of 3 years. Admitted 5th of 131; merit scholarship holder. Left to build products full time.
- .NET backend team, Google Developer Student Club (GDSC UPT), 2023-2025.

PROJECT

- AI Feature Compliance: an AI model extracts the facts from a product description, code checks which of 36 EU AI Act obligations apply