

# TOMAS LEKAVIČIUS

- 12+ years of experience in Operations, Product and Leadership
- Managed and scaled two 3-5MM AI products, leading a team of 60
- Trained 1500+ tech and team managers in the last 4 years as a management consultant



## EXPERIENCE

2020 - now, OVC Consulting  
**Management Consultant**

- Trained and consulted 1500+ **team leads and managers** (95% technology companies and IT departments in big enterprises);
- Developed, managed and delivered custom leadership programs for companies like TransferGo, NFQ, Deeper, SEB, ATEA, Ignitis and 50+ more.

2019 - 2020, SATALIA  
**Executive (Product)**

- Built operations, supervised teams and managed new product development - Satalia Delivery. Our clients claim Satalia Delivery is **the best last-mile delivery solution in the world**;
- Ultimately **overachieved** our 3-year goals with TESCO - saved 11.2 million miles, 19% reduction in overtime, 8% increase in NPS and 18% decrease in fuel consumption.

2016 - 2019, SATALIA  
**Senior Product and Operations Manager**

- Managed and scaled two Enterprise AI products (TESCO & DFS) from 500k to 5MM, leading an **international team of 60** (main focus - operations & people);
- **Award-winning AI-powered supply chain solution**: 'Best AI Product in Transportation and Logistics' (The CogX London) and 'Delivery Initiative of the Year' (13th Annual Retail Systems Awards);

## ZONE OF GENIUS

Leadership & People Management  
Communication & Customer Focus  
Agility & Adaptability

## NOTABLE CLIENTS



## CONTACT DETAILS

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## EXPERIENCE

2015 - 2016, MINDVALLEY, Malaysia  
CX & Community Engagement Manager

- Was hired out of the 200 people worldwide who applied for this position and worked in cross-functional teams with 20 people from 15 different nationalities.
- Reached the most important KPI within the first month with a record-breaking result: personal 70 ratings of "10" (lead by example), later we became one of the **top 2% of companies worldwide** (Nicereply).
- Was a community engagement manager and live coaching coordinator for UK top coach Marisa Peer, coordinated engagement of 3000+ online students

2008 - 2015, OrangeAds  
Co-Founder & CPO

- Web dev team lead for 100+ clients, including Nike, Avon, Nestle, Danske Bank, Vilnius Marathon and others;
- Led the product development for subsidiary company "Atletai.lt" (with a 10k email list, 300+ clients in 3 Lithuania cities). Developed **technology behind the Vilnius Marathon** and other biggest running events (tracking and timing chips), that enabled 10x growth;

## NOTABLE CLIENTS



PHILIP MORRIS  
INTERNATIONAL



*deeper* **VOLTAS** IT

**Exacaster**



**NORTAL** **FESTO**



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