

Henry Pinto

Senior Product Leader | AI Automation Founder | Full-Stack AI Builder

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£40m+	800hrs	£10m	27d→20min
REVENUE & SAVINGS GENERATED	SAVED MONTHLY, ONE AI SYSTEM	ARR, NEW PRODUCT SPACE	ONBOARDING TIME CUT

PROFESSIONAL SUMMARY

Senior product leader who builds. Ten years delivering enterprise software across Fortune 500 travel, SaaS and fintech, with over £40m in revenue and savings and 12+ products shipped from zero to one. Since 2024, founder of AIAIO, a Claude-first AI automation consultancy: I personally architect, code and deploy production LLM systems, including a billing automation saving a large London accounting firm around 800 hours of staff time every month. Equally at home owning product strategy with a board or shipping the system myself.

CORE SKILLS

AI engineering & automation: Claude API, Claude Code, agentic workflows, LLM pipeline architecture, prompt engineering, Make.com, N8N, ML-driven triage, process mapping and redesign

Software engineering: Python, TypeScript, Next.js, SQL, Supabase, Vercel, ReportLab, API integration, BPMN workflow engines, full-stack architecture from schema to deployment

Product leadership: Zero-to-one product spaces, roadmapping, agile delivery (Scrum certified), C-suite and board stakeholder management, cross-functional teams of 5 to 12, GTM strategy

EXPERIENCE

Founder · AIAIO 2024 – present

Claude-first AI automation consultancy and SaaS studio · London

- Architected and deployed a production billing automation for a large London accounting firm, removing **~800 hours of manual work per month** across invoicing and reconciliation (Claude API, Make.com, custom Python). Live for over a year of month-ends.
- Increased inbound lead revenue by **150% with zero headcount increase** via a multi-step lead qualification and affiliate distribution workflow.
- Built and shipped **Rezown**, a production property intelligence SaaS platform, solo: data ingestion pipelines, search and scoring engine, automated outreach (Next.js, TypeScript, Supabase, Claude API, Vercel).
- Advise clients on AI governance, SOC II and GDPR; trained up to 30 staff on AI and product practice.

Senior Product Manager · Vertice 2023

B2B SaaS spend management · Times Tech 100 · London

- Designed and built a customisable **BPMN visual workflow engine** automating procurement: request-to-live time down **over 50%**, human error down over 75%, manual effort down ~80%.
- Delivered a savings analytics dashboard reaching **70%+ adoption** within 60 days, cutting Account Manager workload by ~30%.
- Introduced company-wide product demos, lifting feature adoption 23% and upsell 15%.

Product Manager · Orgvue

2020 – 2023

Enterprise workforce planning SaaS (Concentra Analytics) · London

- Created a new product space from zero: five survey and workflow products generating **~£10m ARR** via upsell and new client acquisition.
- Built an automated organisation-design workflow engine and unassisted wizard for clients with 100,000+ employees, saving **~25,000 working hours a year (~£1m annual cost reduction)**.
- Secured **\$4m of pre-launch commitments from Nike and Bank of America**, validating market fit before GA.
- Raised NPS 38% through automated client feedback loops; established a PM mentorship scheme whose mentees were later hired at Spotify and Google.

Product Manager · The Devbridge Group

2019

Product consultancy, fintech and legal tech · London

- Delivered **~£5m in project revenue** across 3 to 5 concurrent web and mobile builds for clients including Schroders and Deloitte; ran C-suite discovery workshops across four countries.

Product Manager (Contract) · Queensland Government

2019

Department of Agriculture and Fisheries · Brisbane

- Designed and roadmapped agricultural logistics tracking software in an 8-week engagement, presenting directly to government stakeholders and end users.

Product Owner · Agoda (Booking Holdings)

2017 – 2018

Global online travel platform, Fortune 500 · Bangkok (headhunted from London)

- Built **Janus**, a machine-learning customer service triage system (NLP keyword recognition and relevance scoring), delivering **\$3m USD in annual savings**.
- Cut host onboarding from **27 days to under 20 minutes** with a self-service NHA onboarding wizard, worth **~\$9m in revenue**; presented quarterly roadmaps to C-level.

Product Manager · Ve Global

2015 – 2017

E-commerce SaaS, the UK's first tech unicorn · London

- Shipped three products from zero to one across retargeting and big data; owned the on-site app suite responsible for **~50% of company revenue**; managed five teams across three countries.
- Lifted new feature adoption **48%** through monthly product release communications and scripted demos.

Account Manager · Ve Global

2014 – 2015

- **Account Manager of the Year 2014**; grew a 100+ account portfolio by over 700%.

Venue Logistics Manager · London 2012 Olympics (LOCOG)

2012

- Ran venue logistics for the Hospitality and Aquatics centres: a team of 15 to 20 on 24/7 operations across two Olympic Park sites.

— EDUCATION

BA Philosophy, 2:1 with Honours · University College London (UCL)

2009 – 2013

President, UCL Snowsports Society · 1st XV rugby

Wellington College, Berkshire · Academic scholarship · 5 A grades at A-Level

2002 – 2008

— CERTIFICATIONS & ADDITIONAL

Certified: Scrum Master · Agile Foundation and Practitioner · Introduction to Generative AI · Sports Business Law · CSIA Level 3 ski instructor

Beyond work: Founded Marauders Academy Rugby 7s, ranked top 7 in Europe, alumni including two British & Irish Lions · Climbed Kilimanjaro, raising £85k for charity · MENSA member · Golf handicap 7 · English (native), French (conversational)