

Henry Roland ('Roly') Hancock

Product Manager | B2B & Consumer Products | 0→1 Product Builder | AI-Native Products

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PROFILE

Product Manager with 3+ years owning 0→1 delivery end to end as sole PM managing two products, scaling a reporting tool across 40+ infrastructure projects to six-figure client value, and spearheading the 0→1 development of an asset management simulator for major infrastructure clients. Using my product skills and refining my product taste as a solo builder, I build and shipped consumer apps using AI tools and approaches in three weeks. I keep building at the edge of AI-native product through personal projects and hackathons, most recently winning GTMEngineer.dev's AEO/SEO hackathon.

CORE SKILLS

- Product Strategy & Roadmapping
- 0→1 Product Development
- User Research & Discovery
- AI-native Product Development
- Agile Delivery & Scrum
- Go-to-Market & Adoption
- Product Metrics & Data Analysis
- Product Experimentation
- Stakeholder Management
- Product Prototyping

KEY TOOL SET

Claude Code/Cowork, Cursor, Azure DevOps & Jira, Figma, Power BI, Power Automate, Zapier, Google Analytics

PROFESSIONAL EXPERIENCE

Mott MacDonald Ltd, London

Product Manager | August 2023 – Present

Product Manager within the digital division – an independent business function of ~200 people within the wider business – developing digital products and services for infrastructure projects. I manage the direction, development and deployment of two in-house products used by project teams and clients, and lead client-facing consultancy work to develop bespoke digital solutions. I lead lean, independent product teams, working with engineering teams and wider business stakeholders to secure funding, define product requirements and features that generate additional business value and unlock new business offerings. The case studies below illustrate this work in practice.

Case Study: Moata Intelligent Delivery

A project/portfolio management dashboard tool for infrastructure project and portfolio delivery, helping project teams visualise their project data and accelerate project reporting.

- Owned the end-to-end product lifecycle as the sole PM, leading discovery, design, delivery, and growth for a project management reporting tool deployed with teams across 40+ major government-funded projects.
- Delivered six-figure client value and 27% FTE time savings by automating project reporting workflows and implementing cost/schedule risk detection through targeted discovery and delivery.
- Grew deployment conversion by 15% by identifying and delivering custom reporting features through structured user research, interviews, and iterative sprint delivery.
- Championed a new deployment approach that reduced deployment time by 60% and engineering effort by 30%, enabling faster iteration cycles and greater team velocity.

Case Study: Moata Smart Invest

A strategic asset investment platform, allowing large infrastructure estates to define net zero and risk-optimised investment strategies through large-scale data simulation.

- Spearheaded 0→1 development of a strategic asset investment platform, taking the product from an Excel-based MVP to a client-ready cloud platform, defining the adoption strategy and securing client buy-in.
- Achieved a 90% improvement in simulation performance and enhanced data error detection by leading product delivery from discovery through to client demo and trial deployment.
- Formed and scaled a new cross-functional international product team, introducing agile delivery practices and OKRs to align individual contributions with product and business outcomes.
- Defined and owned product vision, strategy, and roadmap by engaging with asset managers and infrastructure experts; presented to product board to secure significant internal investment.

- Derived and validated key user stories based on Jobs-to-be-Done work with key stakeholders, managing and prioritising the product backlog using the MoSCoW framework.

Case Study: Digital Consultancy – Places for London

Client-facing consultancy engagement delivering a new ESG reporting platform across Places for London's existing and developing estates.

- Led end-to-end digital delivery of a new ESG reporting platform for Places for London, managing requirements through deployment across 40+ active project sites across London.
- Defined and delivered features based on extensive customer engagement and interviews to deliver an adaptive solution meeting requirements across a wide range of criteria within the client's portfolio.
- Designed and executed a stakeholder adoption strategy, including training materials, a data reporting strategy and change management processes, securing buy-in across multiple business units and accelerating platform rollout to project teams.

PRODUCT COMMUNITY WORK

As a part of a new and grouping product management function within the business, I took the following actions to develop the product capability of the team.

- Developed new development management processes with the Head of Product to streamline requirements gathering and backlog management processes.
- Onboarded and upskilled new product managers in the team and helped guide them in best practice PM processes
- Developed internal tools such as AI Agents and automated workflows to automate intensive PM processes such as user story writing, requirements synthesis and GTM motions.

PERSONAL PROJECTS (Not Commercial Work)

Alongside my product work at Mott MacDonald, I build my own products in my spare time and regularly attend product hackathons – learning and implementing new product management and development techniques, expanding my expertise in other product fields, and keeping up to date with the latest movements in AI-native product building and product taste.

RunToIt

A social running app connecting Londoners through taste-led routes, ending at curated social destinations.

- Conceived and validated RunToIt with 30+ target runners, confirming demand for taste-led route discovery and post-run social destination experiences before committing to build.
- Led full product discovery including user research synthesis, mood boards, and competitive analysis to inform UX design and product decisions prior to development.
- Built and shipped a full-stack consumer app integrating Google Places API and the Claude API for route curation and social destination matching, deployed independently on Supabase and Vercel.
- Took RunToIt from initial concept to live deployment in three weeks, independently managing all product, design, and engineering decisions.

Parselee

AI-powered app for restaurant recommendations tailored to specific diets – currently in development.

- Built Parselee using the Anthropic Claude API and Google Places integration, implementing a live consumer application that demonstrates practical LLM and agentic AI workflow design.
- Architected multi-step AI agent workflows combining web search, menu analysis, and personalised dietary recommendations – designing complex tool chains applicable to enterprise AI adoption scenarios.
- Developed and validated prompt engineering techniques and AI implementation patterns through real-world consumer testing, building transferable expertise in production LLM systems.

EDUCATION

- 1st Class Hons – Integrated MEng, Mechatronics & Robotics – University of Leeds
- A-Level: AAA – Maths, Physics, Chemistry – Oswestry School

QUALIFICATIONS AND ACHIEVEMENTS

- Winner of GTMEngineer.dev Hackathon for AEO/SEO implementation – GTMEngineer.dev – June 2026
- Product Management Certification (PMC) – Product School – May 2024
- Project Management Fundamentals Qualification (PFQ) – APM – January 2023
- Mott MacDonald APD Innovation and Business Improvement Award – 2023