Rical Pillay

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Executive Summary

Product-oriented Computer Science and Information Systems student with $800K+ commercial sales experience and hands-on agile project delivery. Proven ability to elicit stakeholder requirements, translate business needs into technical solutions, and build data-driven business cases. Experienced in sprint-based environments (CIE Summer Lab - 2nd Place; INFOSYS 341 Cybersecurity Case). Seeking to contribute analytical rigour, commercial acumen, and structured product thinking in a high-performance team.

Experience

Associate Product Owner (Academic Projects) | University of Auckland (2025)

- Co-led cross-functional student team using sprint-like delivery structure; created roadmap and prioritised backlog based on stakeholder interviews
- Translated user interviews into structured user stories and acceptance criteria
- Achieved 2nd Place at CIE Summer Lab 2025 for AI/Sensor-based solution
- Delivered cybersecurity strategy report for Te Whatu Ora (INFOSYS 341); received lecturer commendation for analytical depth and structured risk modelling

Design Consultant | King Living (2023 – Present)

- Generated $800K+ revenue in under 100 days (2025)
- Built long-term client relationships through a consultative sales approach
- Established strong client relationships by listening deeply and guiding them through complex design choices.
- Developed competitive intelligence knowledge across the luxury furniture market

Sales Consultant | POLITIX (2022 – 2023)

- Generated $300K+ revenue in 74 days
- Delivered premium client experience through high-touch customer engagement
- Consistently exceeded performance targets in fast-paced retail environment

Qualifications & Awards

Bachelor of Science

University of Auckland (2018–2022; 2023–Present)
Majors: Computer Science, Information Systems Management

Entry Certificate in Business Analysis (ECBA)

International Institute of Business Analysis (2025–Present)

CIE Summer Lab 2025 - 2nd Place

Projects

Personal Portfolio Website

- Purpose: Showcase learnings and thought process alongside independent case studies
- Developed website using HTML, CSS, JavaScript
- Hosted through a dedicated server, using a dedicated domain

Fisher and Paykel Appliances

- Consultant style case study, through the lens of a Commercial Product Owner managing a global brand's portfolio of products
- Involved data scraping and analysis to establish data-driven insights
- Research to provide information on the competitive landscape and the brand's strategic position within the market
- Generated a business case detailing a quantified intervention hypothesis and the assessment of implementation options
- Options include the following considerations: External risk [PESTLE framework], Competitor reactions, quantified costs, and second-order consequences relating to strategic alignment
- Investment appraisal

Core Skills

Product & Delivery

Agile (sprint planning, retrospectives), Jira, backlog prioritisation (MoSCoW), user-story development, roadmap creation, stakeholder alignment

Technical & Analytical

Python, Java, C#, SQL (exposure), Power BI, Excel modelling, API & architecture fundamentals

Risk & Governance

ISO 27001, NIST CSF, COBIT 5, NZ Privacy Act awareness, cybersecurity risk assessment

Volunteering & Contributions

- House Leader | Service Prefect
- Youth Group Leader