

LUKA ADAMIA

AI-NATIVE PROJECT MANAGER · DELIVERY

A project manager who has run delivery from the founder's chair: twenty client systems, fifteen hires in a month, and agents doing the legwork while people make the decisions.

Founder of ALLONE, an AI & software studio in Tbilisi with entities in Dubai and Brussels. I scope the work, price it, staff it, track it and hand it over, and I can read and write the code underneath, so a status report from me is something you can verify. Before that I did credit analysis at a bank, which is where I learned to report in numbers.

allonelabs.com	STUDIO
travelplace-bf.vercel.app	PLATFORM MIGRATION
Clinic platform proposal	\$50K PROPOSAL
partners.allonelabs.com	PARTNER PROGRAMME
luka.adamia@allonelabs.com	Contact
linkedin.com/in/luka-adamia	LINKEDIN
Tbilisi · UTC+4 · Remote	Location

Disclosure. An AI agent I set up wrote, laid out and sent this CV, in the same way my projects run: agents do the research and the drafting, and a person checks the result before anything leaves. No PMP certificate. What I have instead is a studio's worth of delivered projects, run with numbers.

20^{PLUS}

CLIENT SYSTEMS DELIVERED.
SITES, CHATBOTS, CRMS,
AUTOMATIONS, STILL RUNNING.

15^{HIRES}

IN ONE MONTH. RECRUITED,
ONBOARDED, SHIPPING.

1.24^{M USD}

RAISED. SEED ROUND FROM A
SINGLE TOP-TIER INVESTOR.

~50^{K / MONTH}

REVENUE REACHED. MONTHLY, AT
THE STUDIO.

10^{STREAMS}

PARALLEL WORKSTREAMS. ONE
BRIEF, ONE STATUS FILE,
SHARED RULES.

78^{AGENCIES}

BRIEFED IN ONE DAY. PARTNER
PROGRAMME WITH A DECK AND A
LIVE ONE-PAGER.

WHAT I RAN AND HOW IT LANDED

SHEET 03 / DELIVERY LEDGER

Tourism CRM migration

Replaced a decaying PHP system without breaking the operators' day. Sequenced the work as parity first, then multi-tenancy, bilingual UI, an agentic assistant, document ingestion and an audit pass.

Live · 63+ tables · 7 migrations · operator workflows kept intact

Commercial pipeline

Turned sales into one chain: intake conversation, drafted offer, human price approval, contract, invoice, e-signature, payment. Price is derived from the scope lines, so a client's stated budget can never set it.

Live money · offer, proposal and invoice can't disagree · quality 5.5 → 8.5

Clinic platform proposal

Scoped a website plus a native iOS/Android patient app (bio-age dashboard, bookings, subscriptions, doctor panel, wearables) from a 23-field intake.

\$50,000 · 8 weeks · 5 staged payments 30/20/25/15/10

Retail e-commerce + ERP

Ran a fixed-price build for a tools retailer, worked through the client's change requests, and found the root cause of their stock complaint: the ERP sync read only 1,000 of 15,304 variants.

Store live · sync rewritten with paging and batched writes

[Giorgi Maisashvili](#), photographer portfolio

When the client rejected the first direction, rescope and rebuilt in a different visual language within days, then handed over an admin so the client runs it without us.

Live on the client's domain · client self-serves

[Goga Photography](#)

Ran a fixed-price contract for a wedding photographer: online booking, a price calculator, contracts signed online, automated client emails in three languages, a chatbot, and an admin for all of it.
Every contract item shipped · security-audited

[Equivalenza Georgia](#)

Storefront and back office for a perfume retailer, including a staff-facing agent that runs the store from one chat.
Live · 40-tool admin agent · every write confirmed and undoable

[Walk By](#)

A fashion store built to convert on the phone first, with its own admin.
Live · its admin became the template for later client stores

120-minute AI feature film

Pre-production for a feature made entirely with AI video: screenplay, casting shortlist, costume lookbook from real Georgian designers, three budget tiers and a 12-month operations plan.
Tiers \$163k / \$400k / \$726k · 4 generation waves · 3 operators · premiere target Sept 2027

One tracker, wired in

SELF-HOSTED PLANE
15 MEMBERS

- Every request becomes a ticket in a self-hosted tracker, Jira-style, for the whole team.
 - The live ticket is injected into the coding agents' context, so the work and the record of the work can't drift apart.
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Programme of parallel streams

ALLONE ENGINE
OCTOBER 2026

- **Ten workstreams run in parallel:** approvals from the phone, always-on infrastructure, payments, ads, contracts and money, a creative studio, and more.
- Each stream has a written brief, declared interfaces to the others, eleven shared rules and its own status file, and runs as a separate agent session with the same programme context.

Gates, not hope

QUALITY AND ACCEPTANCE

- The order is spec, plan, build. Review happens before merge, and acceptance criteria are written as numbers: a render must match its reference frame by frame, and a security rule must be attacked before it is trusted.
- Nothing reaches a customer or an audience without a person approving it. Destructive admin actions need a confirmation and can be undone.

Risk and reliability

RUN LIKE AN OPERATOR

- **22 uptime monitors**, including checks that the data layer answers rather than just the web page, plus nightly backups that report to a dead-man's switch.
- Provider failure is planned in from day one: a second model, key rotation and hard turn limits. When the AI account hit zero mid-run, 46 automated workers moved to a fallback path without a line of worker code changing.

SCOPE, PRICE, PIPELINE

SHEET 05 / COMMERCIAL

Estimation

PRICED FROM REAL HISTORY

- Built a price book from past signed offers: modular line items (website, AI layer, catalogue migration, add-ons), so quotes are consistent and an AI drafter can propose a number that a person then approves.
- Fixed-price contracts with staged payments tied to milestones and a signed acceptance act at the end.

Pipeline

PARTNERS • TENDERS • OUTREACH

- Designed an outsourced-sales partner programme and briefed 78 agencies in one day, with a deck and a live one-pager, followed up the same day.
- Opened a public-procurement channel: a watcher on the EU tenders API that surfaces \$50k–\$500k implementation tenders with deadlines and buyer contacts.

Finance

BANK - TRAINED

- Plan-versus-actual P&L, receivables, overdue instalments and pipeline value, read from finance pages built on the CRM's own database rather than a spreadsheet someone forgot to update.
- Before the studio: credit and business analysis for loan decisions at TBC Bank, with three raises in about six months.

WHAT I CAN BE HANDED ON DAY ONE

SHEET 06 / CAPABILITY

01 DELIVERY Scoping · estimation · milestones and staged payments · acceptance criteria · change control · handover	02 PEOPLE Hiring and onboarding (15 in a month) · briefs that stand alone · client calls in Georgian, English and Russian
03 AI OPERATIONS Agent fleets with written briefs · review loops · human approval gates · measuring AI output before trusting it	04 TOOLS Plane / Jira-style trackers · GitHub · Vercel · Supabase · Postgres · uptime and alerting
05 TECHNICAL DEPTH Reads and writes TypeScript and SQL · designs schemas · checks developers' claims first-hand	06 COMMERCIAL Proposals and decks · pricing · partner programmes · public tenders · P&L tracking

EMPLOYMENT AND EDUCATION

SHEET 07 / RECORD

ALLONE

FOUNDER · CHIEF DIRECTOR, GROWTH
TBILISI · DUBAI · BRUSSELS · 2025 – PRESENT

allonelabs.com

Founded the studio and delivered about twenty client systems. Raised \$1.24M, hired fifteen people in one month and reached about \$50k in monthly revenue. I own delivery and the commercial side, and I still build.

TBC Bank

BUSINESS / FINANCIAL ANALYST, LENDING
2025

Credit and business analysis for loan decisions. Three raises in about six months, then left to build.

University of Buckingham

BUSINESS AND MANAGEMENT

The formal training behind the commercial and planning side. The technical depth is self-taught.

Languages

SPOKEN

Georgian (native) · English (professional) · Russian (fluent)

THE OFFER, STATED PLAINLY

SHEET 08 / PROPOSITION

I run delivery like an engineer and report like a banker.

FIRST 30 DAYS

Map every project in flight, put it in one tracker, and write one page per project: scope, owner, next milestone, risk. You'll get a weekly report in numbers, never adjectives.

FIRST 90 DAYS

Agents take the drafting, chasing and status-gathering, so your people spend their time on decisions. You can measure that in hours a week, and I will.

THE EVIDENCE

This document. An agent researched my record, drafted it, laid it out and delivered it, and I checked it before it went out. That is the same loop I would run for your team.
