Contact

www.linkedin.com/in/kumaarsunill (LinkedIn)
sunillkumaar.com (Personal)
neigbordrop.com (Company)
linktr.ee/sunillkumaar (Other)

Top Skills

Artificial Intelligence (AI/ML)
Leadership
Executive Leadership

Languages

English (Full Professional)

Certifications

Certified ScrumMaster (CSM)®
Prosci® Delivering Project Results
Accessibility for Ontarians with Disabilities Act (AODA)

Sunill Kumaar

Founder & CEO, NeigborDrop - AI Coordination Layer for the Physical World | Product & AI Leader
Toronto, Ontario, Canada

Summary

Technology has always been about making life simpler. I believe AI's biggest opportunity isn't replacing people—it's helping people work together in ways that were never possible before.I'm the Founder & CEO of NeigborDrop, where we're building an AI-powered coordination network for the physical world.Every day, millions of people are already heading to grocery stores, pharmacies, workplaces, and restaurants. Traditional logistics ignores those trips and creates entirely new ones. We believe the movement already happening around us is one of the world's largest untapped networks. Our AI coordinates that movement, enabling neighbors to help each other with rides, store runs, and errands without relying on dedicated drivers or fleets.This is just the beginning. Our long-term vision is to build the coordination layer that powers how people, businesses, and communities get things done locally.Before NeigborDrop, I spent more than 20 years building and scaling technology products across telecom, finance, retail, healthcare, and education. I previously grew a technology company from a 10-person startup into a business operating in more than 25 countries, and later led AI, product, and enterprise transformation initiatives at Bell Canada. Throughout my career, I've been fortunate to build products used by millions of people and lead high-performing global teams.I'm passionate about building products at the intersection of AI, consumer technology, marketplaces, and the physical world—taking ambitious ideas from concept to scale and solving meaningful real-world problems.Always happy to connect with founders, product leaders, investors, and people who are building the future.

Experience

NeigborDrop (by Futurenexus Labs US)

Founder & CEO
November 2025 - Present (1 year 1 month)
San Francisco Bay Area

Founder & CEO of NeigborDrop, an AI-powered coordination network that's rethinking how people get everyday tasks done.
We coordinate people already making nearby trips with neighbors who need a ride, store run, or errand, eliminating the need for dedicated drivers for many local tasks.
By treating everyday movement as the supply, we're building a more affordable and efficient way to move people, goods, and services within neighborhoods.
Today we're focused on local errands and rides. Our long-term vision is to build the AI coordination layer for neighborhood movement, enabling communities, businesses, and eventually autonomous systems to work together more efficiently.

Founder University

NeigborDrop Founder // Founder University Cohort 12

March 2026 - July 2026 (5 months)
San Francisco, California, United States

Founder University is a 10-week pre-accelerator helping tech startups to build, launch, and delight customers.

Bell

Senior Manager, Program Management

June 2021 - February 2026 (4 years 9 months)
Toronto, Ontario, Canada

Led enterprise product strategy and large-scale transformation initiatives across Bell's digital platforms, spanning AI, automatic serve experiences, cybersecurity, and customer experience.
Partnered with executive leadership, product, engineering, architecture, and operati
Focus areas included:

- Product Strategy & Roadmaps
- AI & Intelligent Automation
- Digital Self-Serve Platforms
- Enterprise Transformation
- Customer Experience
- Cross-functional Leadership

ITSP Inc.

Project Manager and Product Owner

November 2018 - June 2021 (2 years 8 months)
Greater Toronto Area, Canada

Led multi-industry digital transformation programs across banking, insurance, retail, telecom, and pharma. Operated as both a product owner and program manager—driving ideation, delivery, change management, and stakeholder alignment. Managed 20+ mission-critical programs with a strong focus on product value, execution excellence, and customer outcomes.

Key Contributions

• Product & Platform Innovation: Designed and launched digital platforms—including an IoT suite used in telecom, rail, agriculture, and aviation.
• AI-Powered Retail Analytics: Built a real-time computer vision platform for retail, improving store operations, reducing queues, and increasing engagement.
• Delivery Excellence: Delivered major CRM, loyalty, payments, IVR, and contact-center programs on time and within budget.
• Strategic Impact: Drove $2M in new revenue through product innovation and saved $5M via lean delivery and vendor consolidation.
• Team Leadership: Built and coached high-performing cross-functional teams, accelerating delivery by 25%.
• Agile & Lean Execution: Strengthened product-market fit and reduced engineering waste using lean feedback loops.

symbiotic infotech pvt ltd

Chief Executive Officer

January 2009 - February 2018 (9 years 2 months)

As CEO, I led Symbiotic Infotech through sustained growth, international expansion, and operational transformation. I owned full P&L, set long-term business strategy, and built the product, technology, and GTM foundations that scaled the company from a small India-based startup into a global technology organization.

Under my leadership, the company expanded into 25+ countries, secured multi-million-dollar enterprise contracts, diversified into telecom, healthcare, retail, and education sectors, and consistently delivered EBITDA-positive performance. I built high-performing global teams and established delivery, engineering, PMO, and customer operations across multiple geographies.

Key achievements:

• Global expansion: Grew operations across North America, EMEA, APAC, and Africa, establishing international delivery and support capabilities.

• Revenue & portfolio growth: Won major enterprise and government clients, created new service lines, and built a diversified multi-vertical portfolio.
• Organizational scale: Built and led teams across Product, Engineering, Solution Architecture, Program Delivery, IT Operations, Marketing, Sales, and Customer Success. Introduced scalable PMO and governance.
• Product & technology leadership: Directed global product management, enterprise solution delivery, and end-to-end design and deployment of large-scale digital systems used across multiple regions.
• Strategic partnerships: Formed alliances with telecom operators, technology partners, and channel networks in 20+ regions, expanding market reach and opening new revenue channels.
• Commercial & GTM leadership: Owned pricing, GTM strategy, customer acquisition, enterprise delivery, and SLA governance. Led vendor selection, contract negotiations, and long-term technology partnerships.
I built Symbiotic into a high-growth, internationally recognized technology provider with strong customer relationships, diversified revenue streams, and a scalable operational model.

airtel

Senior Manager, Product management & Marketing

May 2007 - January 2009 (1 year 9 months)

At Airtel, one of the world's largest telecommunications companies, I led product strategy, end-to-end delivery, and P&L ownership across roaming, long-distance, and value-added services (gaming, sports, entertainment and more). I worked across global partnerships, engineering, marketing, and operations to launch high-impact products used by millions of customers.

I drove the full product lifecycle — from market research and ideation to prototyping, validation, launch, and post-launch performance. I collaborated with cross-functional teams to shape product strategy, prioritize features, and deliver seamless customer experiences at scale.

Key leadership contributions:
• Led full product portfolio ownership and P&L for multiple VAS categories and international roaming products.
• Defined product vision, roadmap, and go-to-market strategy for high-usage mobile services.
• Managed global partnerships, vendor alliances, and commercial negotiations.
• Conducted market research & customer insight programs to identify new revenue opportunities.

• Directed cross-functional execution across engineering, marketing, and customer operations.
• Led successful launches of new mobile experiences in gaming, sports, and entertainment.
• Implemented data-driven performance monitoring, driving adoption and sustained revenue growth.

Education

Masters degree

Master's degree, Business Administration and Management, General

Bachelor's Degree

Bachelor's degree, Sociology