

CLEMENTINE EWINS

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Startup Operator | Zero-to-One Builder & Team Lead

PROFILE

Engineer-turned-operator who builds things from scratch, leads the team to ship them, and gets them adopted. At HS2, leads onboarding and innovation delivery across multiple contractors, from an AI tool that replaced a two-week manual process with a 35-second one to mentoring early-stage startups through the HS2 Accelerator. Outside of work, prototypes new ventures across e-commerce, women's health tech, productivity tools and marketplaces. Comfortable with ambiguity, hands-on with AI tooling, and motivated by finding a better way to do things.

CORE SKILLS

Zero-to-One Product Building | Team Leadership | Rapid Prototyping | AI Tooling (Claude / Anthropic) | Growth & Go-to-Market | Startup Mentoring & Investment | Fail-Fast Validation | Bias to Action

PROFESSIONAL EXPERIENCE

Rail Systems Innovation Manager | Jan 2026 to Present

HS2 Ltd (High Speed Two), a government-funded infrastructure programme · London

- Lead onboarding of HS2's principal contractor from the client side, getting them up and running on HS2's Innovation Framework from day one.
- Built a standardised system from scratch for managing innovation pipelines and portfolios across the principal contractor and its supply chain, now the default onboarding tool for incoming contracts.
- Partnered directly with principal contractor Ferrovial BAM to stand up their first innovation pipeline: ran client-led workshops, prioritised opportunities and wrote proposals to improve their funding odds.
- Took on multi-contractor management responsibility, a step up from single-project delivery to owning onboarding and pipeline building across the wider supply chain.

Senior Innovation Analyst | Jun 2023 to Dec 2025

HS2 Ltd (High Speed Two), a government-funded infrastructure programme · London

- Built and scaled an AI requirements-review tool from prototype to production, reducing a two-week manual process to under 35 seconds, with a projected £5m saving now in active use across the programme.
- Built the business case for and launched an AI-powered NCR management system, securing £80k investment, cutting handling time by 50% and projecting £13.5m+ in savings.
- Worked directly with an SME accelerator to source, invest in and scale supply-chain innovators, mentoring two companies per cohort (including Consequence, BuildPrompt, Mind Foundry and Archangel), more than any other mentor. Supported one portfolio company in becoming the first ever to secure investment while still on the programme.
- Acted as product owner for HS2 Innovation's digital products end to end, from vision through requirements to delivery, leading and unblocking delivery teams directly.

Innovation Consultant | Aug 2022 to May 2023

Capco · London

- Led discovery through to national rollout of a financial education platform at a major UK bank, taking it from concept to investment-approved, organisation-wide product.

Strategy Analyst | Jun 2021 to Aug 2022

Accenture · London

- Took new products from concept to market in as little as 12 weeks using fail-fast validation methodology, and identified a \$40bn market opportunity, building the investment narrative for an executive audience.
- Took ownership of assigned propositions from brief to working prototype, partnering directly with UX designers and engineers to shape design direction and build early-stage prototypes.
- Completed a two-month secondment as Growth Hacker at Bow&Arrow (Accenture Song), Jun to Jul 2022: led a cross-functional team of designers, product, tech and commercial colleagues to build the go-to-market strategy and establish key partnerships for a new social-impact product proposition.

Graduate Rail Systems Engineer | Sep 2020 to May 2021

Mott MacDonald · London

- Ran workshops and led a team of engineers to deliver HS2 Rail System Safety (PRAM) reporting with minimal supervision; recognised as a high-performing graduate.

AWARDS & RECOGNITION

- Nominated, Digital Rising Star, TechFest Awards 2026 (Construction News and New Civil Engineer): recognises early-career civil engineering and construction professionals with up to five years' industry experience for digital excellence and transformation in the built environment.

INDEPENDENT VENTURES

- Ongoing personal projects across e-commerce, women's health tech, productivity tools and marketplaces, built end to end outside of full-time work through self-directed ideation, prototyping and validation.

EDUCATION

MSc Advanced Chemical Engineering with Biotechnology (Merit) · Imperial College London · 2019 to 2020

BEng Chemical Engineering (2:1) · Swansea University · 2015 to 2019

CERTIFICATIONS & DEVELOPMENT

Newton Venture Program (Dec 2025) | Google Agentic AI Programme (in progress, 2026) | Fast Track Leadership Programme (2024)