

| ACADEMIC QUALIFICATIONS | | |
|--|---|---|
| Year | Degree/Examination | Board/Institute |
| 2021 | M.B.A | I.I.M Calcutta |
| 2018 | B. Tech (Electrical) | J.N.T.U Hyderabad |
| WORK EXPERIENCE | | 23 Months |
| IDFC FIRST (CREDIT CARD) | PRODUCT MANAGER | (12 months) From Jun'21 |
| Product Strategy - Retention | <ul style="list-style-type: none">Developed Retention strategy identifying key factors for closures; devised initiatives decreasing attrition to < 3%Launched address change journey & optimised issuance process; 60% increase in M0 RTO cards deliveriesLead a team of 8 developers for implementation of retention initiatives through prioritisation & sprint planningEstablished service desk supervising the CX & ops team; decreased voluntary card closures by 30% QoQ | |
| Life Cycle Initiatives | <ul style="list-style-type: none">Implemented upgrade & limit increase feature liaising with policy & tech team; 15% growth in 90D activity rate.Launched Annual wrap-up feature managing end-to-end process setup - API's, data flow, creatives & deploymentConducted campaigns on mobile app features on 6 L + users; Increase in adoption from 65% to 78% in 3 monthsAchieved 32% increase in MAU through targeted rewards campaign; managed the offer launch, P&L & fulfilment | |
| Tech Projects - Portfolio | <ul style="list-style-type: none">Implemented dynamic APR for 3 L+ users; increased revolve rate by 5% resulting in earnings of 6 Cr + Y1Achieved 15+ Cr annualised incremental revenue launching overlimit feature for high utilisation customers.Spearheaded project with VISA for authorisation rate Improvement; transaction approval from 89% to 94%Lead MasterCard platform integration; collaborated with cross functional teams & 30+ stakeholders for launch | |
| Business Analytics | <ul style="list-style-type: none">Designed tableau dashboards by managing a team of 3 for KPI's tracking & analysis of the business ImpactBenchmarked core metrics of the bank with Industry data; Identified areas of improvement basis competitors. | |
| NEXT EDUCATION INDIA PVT LTD | | SOFTWARE DEVELOPER (11 months) Jul '18 – Jun'19 |
| Development Projects | <ul style="list-style-type: none">Automated Payment Request Process by Leading a team of 4 & developing framework with finance departmentSaved INR 4L per annum and reduced time spent by 30% by successfully conceptualizing new claim moduleRealised savings for 40+ clients by decreasing server load on SMS processing time by 10x (250sec to 24sec)Achieved 100% timely completion of 350+ critical support tickets and 100+ module enhancement works | |
| Process Optimisation | <ul style="list-style-type: none">Improved process efficiency by 60x (1min to 1sec); Saved 960+ manhours annually & 9% decrease in expensesSingle-handedly designed library algorithm decreasing spent time by 15x; Implemented in 12000+ schoolsImproved database efficiency by 25% by normalizing the existing schema into single data structure using MySQL | |
| ACADEMIC DISTINCTIONS AND CO-CURRICULAR ACHIEVEMENTS | | |
| Scholastic Accolades | <ul style="list-style-type: none">University 2nd Rank holder in UG; Awarded with First Class with Distinction in JNTUH ['18]Secured 95.3% in XIIth Board; Secured 92 % in Xth Board with 100% in Maths & Science subject ['13] ['11]Scored Top 1.61% (out of 9.34L participants) in GATE in Electrical Engineering conducted in ['18]Top Grade(A) in 100% of courses in specialisation; Top grade(A) in 92.72% of courses in UG in JNTUH ['18]Published in international journal IJMSSRR (IF 5.646) on 'Affordable Internet effect on digitalization ['17] | |
| Awards and Scholarships | <ul style="list-style-type: none">Received pre-placement interview [PPI] for being one of the top teams in the Microsoft PM case challenge ['19]Awarded State scholarship of INR 2,05,000 (full Tuition fee) for Merit performance in EAMCET ['13]Secured 1st prize and scholarship of INR 18,750 in BITSAT Talent competition among 8000+ ['08] | |
| SUMMER INTERNSHIPS | | |
| ICICI BANK (Libor Transition '20) | <ul style="list-style-type: none">Awarded pre-placement offer [PPO] (One among 5/11) for my performance during internship with the markets groupPerformed Industry wide research on Libor Transition for Indian markets affecting \$331 billion exposureProposed client communication strategy for Sales Teams to facilitate RFR adaptation & minimise the conduct riskConceptualised 18-month roadmap with defined quarterly milestones for effective implementation of the transition | |
| Telangana State Electricity TRANSCO '16 | <ul style="list-style-type: none">Reduced maintenance errors by 230% by devising 18-point check list, enhancing reliability of the substationProposed modifications which improve power factor of GIS by 16% which increases efficiency by 23%Modelled next year forecast which Raises revenue by 9% by analysing 600+days of load data for peak times | |
| POSITIONS OF RESPONSIBILITY | | |
| Fest Coordinator'18 | <ul style="list-style-type: none">Secured sponsorship of INR 1,30,000 from 5 companies leading a team of 5 members; Elected among 90 studentsGenerated a revenue of INR 50k by organizing workshop on Capital Investments with a footfall of 210+ | |
| Initiatives & Responsibility | <ul style="list-style-type: none">Cofounded 'Arts and Cinema' club; Conducted workshops & screenings of 15+ films & documentaries ['16]Conducted NSS education event for 30 children with team of 12; Distributed supplies worth INR 10,000 ['15]Spearheaded production & design team of 6, liaised with vendors by budgeting INR 1,00,000 for Fest ['20] | |