

Shreyash Joshi

A product enthusiast with an entrepreneurial approach and problem-solving abilities, seeking new opportunities to contribute significantly to the organization's success while also advancing my own career.

EXPERIENCE

EVCFinder

June 2021 – Present, Pune

Product & Business Strategy

- **Shipped MVP and tested PoC** in 3 months timeline with early adopters
- Experimented new **revenue model** with **50% MoM growth**
- Implemented new **GTM strategy** with **100% growth** in customer base
- **Added Visibility feature** which helped to build new customers segment
- Built a **team of 4 members** in product centric growth

Promizecart.com

Jan 2020 – May 2021, Pune

Founder

- Built, launched International E-commerce marketplace for Indian sellers
- **Researched and surveyed** global demand, customer needs and seller challenges. Tested **PoC and PoR in first six months** of launch
- Onboarded 30+ sellers, listed 2000+ products, completed 100+ orders
- Drove daily **organic traffic** over 2000 visitors
- **Reduced CPC and CAC** significantly by **40%**

Chamber of Marathwada Industries and Agriculture (CMIA)

Feb 2019 – Jan 2020, Aurangabad

Program Manager

- Mobilized 100+ school dropout students to Industrial skills training and placed 50+ for Apprenticeship in various Industries
- Facilitated **project planning and implementation** of various GoI projects at regional level with various National and International agencies

GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Aug 2018 - Feb 2019, Aurangabad

Intern

- Setup 2 skill development centres at Industry chambers to fill skills gap
- Involved in **research, requirement gathering and mapping**, project planning and implementation of skill training courses

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EDUCATION

Computer Science and Engineering

Marathwada Institute of Technology

Percentage: 62.5%

PRODUCT PORTFOLIO

<https://bit.ly/2100sj>

CERTIFICATIONS

Upraised - CAP

- Product Management

The Product Folks

- Insurjo 21 – Cohort Product Management

Udemy

- Product Management
- Advanced Product Management – Vision, Strategy & Metrics

LinkedIn Learning

- Product Innovation
- Business Problem Solving

SKILLS

- Figma, Jira, Miro, Lucid charts, Postman, Google Analytics
- Market Research, GTM, Prototyping & MVP

INTERESTS

- Blockchain & Crypto
- Start-ups & Technology

EXTRA CURRICULAR

- Runner up in Startup bootcamp by Yourstory.com