Shankhanath Raychoudhuri

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📍 Bangalore, India

🪪 Profile

Aspiring product manager with exposure across **technology, media, and business research** and strong experience in **managing programs, people, P&L, and client relationships**. Joined Capgemini through its flagship **General Management Leadership program.** Consistently rated as a **top performer** across appraisal cycles

🎓 Education

05/2015 – 03/2017 Delhi, India	**Faculty of Management Studies, University of Delhi,** *MBA* ⧉ Specialization in Finance & Marketing	
08/2009 – 05/2014 Pilani, India	**BITS PIlani - Pilani Campus,** *B.E.(Hons.) and M.Sc.(Hons.)* ⧉ Dual degree in Mechanical Engineering and Chemistry	

💼 Professional Experience

03/2022 – 06/2022
Bangalore, India

Upraised, *Product Management Fellow at CAP Program* ⧉
- **Identified & prioritized pain points & solutions** for a food-tech e-commerce company; Wrote a **detailed PRD** for a survey-based recommendation engine to reduce empty carts
- Conducted an app-teardown for a food-tech company and identified **improvements** for a better customer experience
- Detailed multiple **product observations & psychological hack**s within popular tech products

06/2018 – present
Bangalore, India

Capgemini India, *Senior Manager, E.L.I.T.E. General Management Program* ⧉
Program Management for a multinational German software client, Aug 2019 – Present
- Program manager for a **200+ resource** engagement with responsibilities including **governance, managing finances & contracts, managing client relationships, and management reporting**
- Led E2E **P&L management** and **business operations** including reporting to leadership
- Prepared **yearly budgets** & **optimized costs** to meet margin targets while **doubling** engagement **revenue** from **EUR 3MM to EUR 7MM+** between 2019 and 2021
- Set up project teams from scratch including **hiring, negotiating compensation, conducting performance appraisals, and managing client expectations**
- Possess **strong client-facing & stakeholder mgmt**. experience involving local & global stakeholders
- Drove **people development** initiatives through training & certifications, and led people connect initiatives resulting in higher employee satisfaction scores by 13%

Program Management for Global COO's Office - Business Services, Jun 2018 – Jul 2019
- Supported the COO's office in rolling out **cost reduction** and **competitiveness improvement** measures
- Designed and managed **trackers, dashboards, governance** reports, & leadership update presentation

06/2017 – 06/2018
Mumbai, Delhi,
Kolkata, India

Times Group (Bennett Coleman & Co. Ltd.), *Management Trainee* ⧉
Strategy & Pricing, Mumbai & Delhi, Dec 2017 – Jun 2018
- Management reporting and monthly **performance & variance analysis** for the President's Office to report media consumption trends and identify inventory monetization opportunities

Brand Capital (PE/VC arm), Kolkata, Aug 2017 – Nov 2017
- Helped **startups** across mobility, health-tech, and e-grocery **raise growth capital** through the Brandshoots venture program
- Worked with founders & operators on **product-market fit, business strategy, and growth partnerships**
- 3/8 startups raised capital between USD 100K – 300K post demo day

07/2014 – 05/2015
Gurgaon, India

Evalueserve, *Business Analyst* ⧉
- **Research & strategic support** through primary & secondary research to Fortune 500 companies
- Projects revolved around market sizing/estimation, partner scouting, and competitive intelligence for consumer goods companies and policy think-tanks

🧠 Skills

Program Management | People Management | P&L Management | Customer Relationship Management | Business Strategy

Product Management