

Sourabh Kumar Singh

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📁 PROFESSIONAL EXPERIENCE

God Of Sports 🏆

- Identified the cause of churn and built a strong robust chatbot with the team that altered churn rate by **50%** after deployment.
- Analyzed the sales report and observed that **80%** of the profit came from **20%** of the products in terms of demography, and significantly increased profit by increasing inventory.

July 2021 –
January 2022

Subject Matter Expert, Chegg

- With an **84%** CF score, I delivered answers to **1,000** students worldwide to complete their coursework in subjects such as Mechanical and Advanced Calculus.

March 2020
– April 2022

🎓 EDUCATION

CAP Fellow, Upraised

A1. Product Requirement Documents

- Formulated a PRD on a new feature of Google pay 📄
 - Identified the core issue with the existing technology and why this problem is worth solving (**Competitive Research**)
 - Proposed a new feature that streamlined the existing payment flow for **P2M** transactions.
 - Built **UI/UX** mocks using **Figma** and devised new user journeys about the enhanced feature.
 - Orchestrated the **Business Impact, Risks & Unknown** when the feature is deployed.
- The IRCTC Login Issue was addressed through a survey of **50 people**, and a PRD 📄 was charted to improve the login experience.
 - Identified the key users who are facing the issue and narrowed down the problem.
 - Proposed solutions and Prioritized them using **RICE**.
 - Prepared UI/UX schematics, documented the risk, and conceived a method for addressing it

June 2022 –
present

A2. Did 40+ Product Observations 📄 and Case Studies 📄 for identifying key user issues in e-commerce, Food Tech, and Fintech industries.

Masters in Materials Science & Engineering ,NIT Prayagraj

2020 – 2022

- Master in Materials Science with a specialty in **Shape Memory Polymers (SMP)** for space applications to reduce the overall cost of the space program
- Assisting **150** undergraduate students in conducting experiments and preparing questionnaires.

B.tech in Mechanical, LPU Jalandhar

2016 – 2020

- CGPA **8.41/10** Top **10%** of University

🧠 SKILLS

- | | | | |
|------------------------|---------|----------------|----------------------|
| • Competitive Research | • Figma | • Writing PRDs | • Power Bi |
| • User Empathy | • SQL | • WireFrames | • Personas Discovery |

📄 CERTIFICATES

- Product Analytics Certification 📄
- Business of Product Management 📄
- My SQL Basics 📄

🧩 PATENTS AND PUBLICATION

Adaptable Bearing Device (Granted) 📄

- Developed a bearing that could accommodate shafts of varying dimensions and Disrupt the **\$ 1.2 Billion** bearing market.
- Presented the idea to the leadership of NBC bearing and were among the top 7 teams in the **Idea India Factory competition**.

Finite Element Analysis of a Shape Memory Polymer for Space Actuator Applications 📄

📁 INTERNSHIPS AND PROJECTS

International Go Kart Championship (IGC) 📄

- Competed against **50** teams and clinched second place, taking home a cash prize of ₹ **75,000**

July 2018 –
May 2019

Kart Design Challenge (KDC)

- Led the braking division and won **2nd place** in the braking test
- Runner-up #2 won an award worth ₹ **1,25,000**.

July 2018 –
May 2019

Electric Solar Vehicle Challenge(ESVC)

- Led a team of **35 engineering students** as the Vice-Captain of the team.
- Manufactured Car under ₹ **2,50,000** and Saved ₹ **50,000** in operations and transportation costs.

July 2017 –
May 2018

Intern, District Cooling System(DCS), GIFT city

- Determined the IKW (Efficiency Parameter) for DCS-recommended techniques for enhancing the IKW.
- Methods to Maximize the use of the cooling tower and improve the overall IKW of the DCS by **30%**.

May 2019 –
July 2019

Intern, National Thermal Power Corporation(NTPC)

- Determined the thermal power plant's efficiency (η) at around 20% and suggested methods to boost it by 15%.
- Methods for increasing the calorific value of coal by optimal mixing of various grades.

May 2018 –
July 2018