ROHIT GANDHI

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Product configurator with **4+ years** of experience in **enterprise software building** and **implementing** technology. Solid business analysis and technology development experience to implement data-driven solutions to solve customer pain points.

Skills

Data Analysis	Microsoft Excel, Spreadsheets, MySQL, Mini-Tab
Product	Wireframing, Figma
Programming	HTML, JavaScript, CSS, React
Other	Microsoft PowerPoint, Word, PowerBI, Tableau, Statistics, Kanban

Professional Experience

Konecranes and Demag Private Limited, Baner, Pune   April 2020 – Present
Key Configurator for India and Bangladesh (Reports to Managing Director)

- Owned the estimation software for direct and in-direct sales **channels** for **2 brands**- Konecranes and Demag.
- Liaised with customers, sales, product, engineering and business teams in Europe, China, and Asia to prioritize, communicate, **release** and **test functionality** every **2 months**.
- Improved the **bottom-line** by finding root causes in the manufacturing processes saving **$25000 yearly.**
- Launched an estimation software for the sales team increasing the **sales offers** by **40%**.
- Analyzed and forecasted currency and commodity rate trends to improve hedge ratio saving **1-2%** on import components.

Konecranes and Demag Private Limited, Baner, Pune   June 2018 – March 2020
Estimation Engineer (Reports to Product Manager)

- Prepared technical **bill of material** and **competitive commercial** quotations for over **600 cranes** by collaborating with customers and understanding their requirements.
- Awarded for having the least resolution time for smart estimation of **12 cranes** of order worth **$2.6M**.
- Accelerated the proposal submission time from **5 to 3 days** by standardizing tools.
- Discovered behavioral patterns and pain points of customers from different **strategic market** areas through analytics and enhanced the offerings that lead to increase in conversion rate by **9%**.
- Formulated a process to discuss the priority leads to reduce the offer submission time to **5 days (28%).**

Projects

1. Product Portfolio - Collection of documents on product requirements, application breakdowns and product insights.
2. Web Development - Coded and deployed 12 projects using HTML, CSS, JavaScript and React.
3. 3D Printing Startup- Founded a 3D printing services company called 3DScape India that designed and manufactured custom 3D printed aesthetic articles for photographers and content creators.
4. Teacher - Paid webinar and 1-1 sessions for those interested in personal finance, financial discipline and investing.
5. Finance Blogs - Fun blogs about finance and finance influencers.

Education

Upraised, Career Accelerator Program   April 2022 – Present
Product Management Fellow

- Retaining customers by adding loyalty rewards to Pet Pooja. (B2B Food Tech)
- Reducing the hassle of ordering same items multiple times for First Cry. (E-Commerce)
- Gamification of assignments for NxtWave (Ed-Tech) to improve the assignment completion rate by 10%.
- Improving adoption for IRCTC (Travel and Tourism) international packages by 15%. (Mock-Up)
- Psychological principles leveraged by Myntra to boost revenue. (Product Teardown)

Mechanical Engineering - 78.4%   Aug 2014-May 2018
PCCOE, Savitribai Phule Pune University