



# Vandit Jain

PRODUCT MANAGER

## Details

Gurgaon

India

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## Hobbies

Podcast and Chess.

## Links

[LinkedIn](#)

## Profile

I'm a **First-principle** thinker and a problem solver with over **7** years of experience in **SaaS, and Electronic-Tech** and 3 years in Not-for-profit ecosystems. I have a proven track record of success at 2 early-stage start-ups. I am keen on taking on a **senior product-management** role in an organization where I can use my creativity and entrepreneurial skills to accelerate **growth**.

## Employment History

### Head of Growth, Wizikey, Gurgaon

SEPTEMBER 2021 – PRESENT

It is a 0-1 role responsible for scaling Wizikey. It is a cross-functional role touching on the product, geographical expansion, sales, and customer success. Key Industries : **SaaS, FinTech, Consumer Internet**

- Accelerated Wizikey's revenue from **0 to \$250K** in **1 year** by implementing customer acquisition, retention, and revenue processes.
- Advanced **customer conversion** by up to **25%** by implementing **Salesforce**.
  - Defined the road map and **designed workflow** and key features of the **dashboard**.
- **Enhanced** the **customer acquisition funnel** while addressing key drop-offs at various stages.
- Achieved an **NPS of 8+** across the organization while maintaining **80% customer retention**
- Implemented multiple pricing plans that helped achieve **~20% MRR** growth m-o-m since Feb'22
- Contributed to the overall **product strategy** and represented the growth team in defining the organization's product roadmap.

### Enterprise Sales Lead, Zenatix Solutions, Gurgaon

OCTOBER 2015 – AUGUST 2021

As a part of the **Solution** team at Zenatix, my role was to **lead** the Solution Sales team in North India and identify and execute the next step that will allow us to reach and overachieve Zenatix's annual revenue. Key industries: **Retail, Hospitality, Real-Estate**

- Built and Nurtured C-level relationships and their team and consulted them in areas to be more energy efficient by Zenatix's **IoT-based** automation solution - ZenConnect
- Lead the **solution engineering** team for Enterprise Business and managed businesses up to \$ 0.4 MM ARR
- Lead requirements and discovery sessions with existing and potential customers enabling **user empathy** and **design requirements**.
- Built **MVP prototypes** with the product and engineering teams based on customer needs and requirements.

## Side projects

### Website and E-commerce Store

- Curated a **Shopify store** for an e-commerce brand called MIVA Naturals which reached up to 100 orders a month
- Acted as **Product Manager** for the website of my podcast called Lights | Camera | Azadi. It has monthly 1200 downloads.

## Not-For-Profit

### President, AIESEC - A global not-for-profit organization, Indore

NOVEMBER 2013 – FEBRUARY 2015

AIESEC is a Global, Not-for-profit organization spread in 125 countries with its primary aim at driving youth development through impact projects and providing global internships.

- Lead a team of 10 young professionals and together we managed 100+ members, multiple events, and a revenue of \$15,000+.

## Education

### Bachelor of Engineering (Comp. Science), Shri Vaishnav Institute of Technology and Science, Indore

SEPTEMBER 2009 – DECEMBER 2013

### Graduate Certificate in Public Policy, The Takshashila Institution

SEPTEMBER 2020 – DECEMBER 2020

## Courses

### Upraised Career Accelerator Program

AUGUST 2022 – PRESENT