

SUMMARY

Customer-centric team player experienced in establishing effective cross-functional relationships. Successful completion of projects in internal & external client-facing roles across multiple industries and domains. Significant exposure to working directly with the CXO/top layer of the organisation. Looking for avenues to grow personally and professionally in the Product ecosystem.

KEY SKILLS

Business Strategy, Customer Service, Business Development, Data Analysis, User Experience, Negotiation, Growth, Roadmap, Customer Success, Marketing Initiatives, Demand planning, Competitive Intelligence, Innovation, Competitor Research.

Tools: Retool, Miro, Notion, Figma, Whimsical, MSOffice, Google Suite, SQL, Uxpressia, Surveymonkey, Trello, etc.

PROFESSIONAL EXPERIENCE (7+ Years)

CAP Fellowship Program, Product Management

Oct '22 - Feb '23

Upraised

- Joined the Career Accelerator Program, a 16 week program to make professionals **job ready in the product domain**.
- Completed a **PRD** to reduce the monthly revenue drop for AirBnB India and increase the conversion rate by **30%**
- Completed a **PRD** to increase user retention for Urban Company by **10%**.

Client Partner, Global Leadership Cadre

Jun '20 - Present

Tech Mahindra

Pune, Maharashtra

#Account Management #Program Management #Strategy #Business Development

- **Built relationship** with CEO-1&-2 stakeholders across the account, created a qualified pipeline of **USD 80 Mn**.
- **Managed** the presales, technology and delivery teams to create proactive pitches and respond to RFPs.
- **Partnered** with a US based developer to jointly solve a business problem for the client. Pipeline: **USD 1.2 Mn**
- **Increased awareness** by driving focused and customized marketing campaigns. Pipeline: **USD 5 Mn**
- **Led a team** of **5 trainees**, aligned stakeholders, created a roadmap, and increased the business of top CME accounts.
- **Gathered data** from **cross functional teams**. **Performed analysis** on large data sets. **Generated** actionable insights.
- **Organized 200+ workshops** for whitespace analysis and deal pipeline conversion.
- **Achieved** the portfolio target of USD 1.7 Bn. Introduced new competencies to 64% accounts.
- Monthly review of accounts status with the CXOs and country heads for calls to action and support requirements.
- **Recommended and centrally managing** a Global **JGTM strategic initiative** around **5G & IOT** for enterprise customers for a target pipeline creation of **USD 500 Mn in 36 months**. Current pipeline created: **USD 12 Mn**

Founder

Mar '18 - Mar '19

MNine Media

Noida, Uttar Pradesh

#Business Development #Market Research #Strategy

- **Developed business** and provided online reputation management solutions to 3 companies for-car detailing, grocery delivery and NGO. Net revenue: **INR 54000**
- **Conducted experiments** with the employees to understand user behavior on their sites/ social media and rectified the flaws like incorrect placement of call to action buttons, poor metadata and keywords, etc. and **rectified** the same.

Deputy Manager, Production Engineering

Jul '14 - Feb '18

Hero MotoCorp

Gurugram, Haryana

#Logistics #Supply Chain #Project Management #OPEX #Change Management #Cross Functional Projects #Process Improvement

- **Led the plant** Cross functional team of **12 members** to map the as-is scenario, and identify the bottlenecks and areas of improvement across all verticals of the manufacturing plant. **Planned** the project and executed it in **9 months**.
- **Savings:** Reduced **56 MP/Day**, vacated **5500 sqm** area, reduced daily movement by **1000+Km**, **reduced inventory by 58 %**
- **Communicated** the deliverables and strategy to **220 workers** for layout & process changes, and support for transition •
- **Designed** the Vehicle Transit Trucks to **increase capacity by 25%** while meeting the gov's CMVR standards.
- The design is **Patented** and in Practice by Hero MotoCorp with **Annual Cost Savings of INR 102 Cr. / Annum**

EDUCATION

PGP - Management - Operations and Strategy

Jun '20

Indian School of Business

Vice President - ManOps Club

B.E. - Industrial and Production Engineering

Jun '14

MIT, Manipal

CERTIFICATIONS

AWS Partners: Essentials (Sales), Lean Six Sigma Green Belt, Managing Logistics, Data Science Bootcamp, Google Digital Unlocked