

## Faraz Ansari

Product Management Fellow | Upraised | Nov 22-Feb 23  
M.S. Insurance & Risk management | NLU, Jodhpur | 2013-14  
B.Tech (ECE) | RTU, Kota | 2008-12

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### Work Experience

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#### Upraised, Bangalore | Product Management Fellow CAP

Nov 22-Feb 23

- Successfully completed **15+ learning modules** during the program industry relevant skills with **100% completion rate**.
- Wrote **PRD: Increase registered user growth by 10% Pan india MOM basis at Phone Pe.**
- Wrote **PRD: Increase Paid Subscriber Base at Spotify by 15% in the existing user base of 10 million.**
- Wrote **product observations** for companies like **tinder, google pay, astrotalk, 12% club.**
- Did product **teardown** for **rapido.**
- Successfully completed **20+ peer to peer interviews** mock sessions for real-time interview preparation with **80% success rate.**
- Successfully **completed 6 expert interview sessions** with industry product managers with **70% hiring recommendations.**

#### Bajaj Allianz General Insurance Company Ltd, India | Assistant Manager

Jul 15- Nov 22

- Developed & executed product strategies, for company's flagship product line, **driving 20% YOY gross premium growth & an 87% quote conversion.**
- Managed portfolio of commercial property and casualty accounts, including **risk assessment, pricing & negotiation.**
- Conducted market research and analysis to **identify customer needs & opportunities for product innovation** to drive strategic business solutions.
- Developed risk management strategies to **mitigate potential losses and increase profitability.**
- Built strong relationships with brokers and agents to **increase customer acquisition and retention.**
- Conducted regular product reviews & made recommendations for **product enhancements & improvements.**
- Use data analysis and customer insights to **make informed decisions and prioritize customer needs.**
- **Manage backlog of claims & sprint planning,** ensure timely delivery of claim payments.
- Managed the end-to-end cycle for the complete claim process, **ensuring compliance, protocol & guideline adherence.**
- **Improved the claim cycle from 30 days to 10 days for 90% of the claims.**
- **Led claims team** for our corporate partner LG & **reduced claim TAT from 10 days to 1-2 days in real time.**
- Conducted marketing & business meetups, **presentations on various products, & training for marketing & sales staff.**

#### Bajaj Allianz General Insurance Company Ltd, India | Management Trainee

Jul 14- Jul 15

- Lead the **development & launch of new agriculture insurance product** in collaboration with internal stakeholders & external partners.
- Conducted market research and analysis to **identify customer needs & preferences for agriculture insurance product.**
- Worked closely in the underwriting team to ensure **appropriate risk management & pricing of agriculture insurance product.**
- Utilize data analysis & interpretation to **monitor product performance and make data driven decisions** for future iterations & enhancements.
- Led cross-functional teams through the **product development lifecycle, including UX/UI design, engineering & testing.**
- **Managed stakeholder relationships,** including customers, brokers, & regulatory bodies.
- **Developed the burning cost tools** for the government tender for an agriculture insurance scheme, **resulting in a significant increase in the company's gross written premium by 5 billion.**

#### Johari Digital Healthcare Ltd, India | Hardware Design Engineer

Jan 13- May 13

- Testing, debugging, verification, **validation & prototyping of biomedical equipment's** as per standard protocols.
- **Research and development.**
- **Defining SOP's of newly developed products** aligned with human trials & response recording.

### Technical Skills

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**Core Competencies:** Product strategy & development, Stakeholder management, Wireframing, Data analysis & Market research, User experience design, Roadmap development, Feature prioritization & Decision making, Strong communication & interpersonal skills, Cross-functional collaboration, Root cause analysis.

**Software Tools:** Microsoft Excel, Jira, SQL, Figma, C/C++.

### Extra-curricular achievements

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- Selected as **Top 40 pan across india** for innovation and process excellence in 2021.
- Selected as **Top 3 performers in the MT batch** inducted at Bajaj allianz general insurance for the year 2015.
- Selected to represent our college MECRC, for athletics from a pool of 200 participants on **national level sports fest at BITS, pilani in 2011.**
- Selected as **Top 3 performers on district level tennis tournaments** for the year 2007.