



SUMMARY : Product-driven operator with a founder's mindset — scaling ideas into measurable outcomes in B2B SaaS through sharp execution, rapid experimentation. I build systems that move fast and compound: 0→1 features, 1→n growth loops, and operations that delivered 81% revenue growth, 40% onboarding outcomes. Hungry to drive impact, unlock new value, and shape products that punch above their weight in the market.

EDUCATION

PGDM-HB	Welingkar Institute of Management	8/10	2027
B.Tech, CSE	Greater Kolkata College of Engineering and Management, MAKAUT	8.69/10	2024
Class XII	Kalyan Nagar Vidyapith for Boys, WBCHSE	73%	2020
Class X	Ramakrishna Mission Boys Home High School, WBBSE	79%	2018

PROFESSIONAL EXPERIENCE

Associate Product Manager @ Mocero Health Solutions (Chennai – Remote)	<ul style="list-style-type: none"> Boosted revenue 81% by automating MRD workflows, cutting digital wait-time 30% and lifting NMC compliance 60% Launched MRD diagnostic tagging (PRD→launch), reducing retrieval time 40% and improving accuracy 25% Led UAT/QA for app, CRM, and chatbot, resolving 15+ critical bugs and cutting post-release issues 25% Ran A/B tests on AMM & Dhanwantralaya flows, raising task completion 18% with data-driven rollouts Trained 120+ staff on HMS-LIS-EMR systems, improving onboarding 40% and easing admin load Redesigned appointment rescheduling via sync alerts, lowering churn 37% from 20+ staff JTBD insights Optimized patient journey using AARRR & RICE-MoScow, increasing feature adoption 30% through research insights Recruited & trained 3 interns, cutting project delivery time by 20% Oversaw Pharmacy Inventory operations worth ₹65 lakhs, improving tracking and utilization accuracy Streamlined CRM development from PRD, wireframes, sprint planning, QA to GTM rollout reducing hospital support tickets Led HMS rollout at GNIDSR Hospital as team lead; achieved zero critical issues after rollout Drove NMC inspection readiness across Icare, GNIDSR, JMC by standardizing audit process—cutting inspection prep time by 40% Spearheaded JMC Mogra's OPD-IPD-EMG diagnosis 1.5 months records in 3 days, establishing NMC-compliant workflows Refined social campaigns for 2 JIS Group colleges; boosted content reach by 1.5 times in 4 weeks 	Aug 2024 Now
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INTERNSHIPS

Quollab	<ul style="list-style-type: none"> Executed a 4-week live consulting sprint with Quollab; conducted competitor benchmarking, SWOT analysis, and value chain mapping to assess GTM strategy and operational inefficiencies for a real client Led 4-week GTM sprint with Quollab; presented strategy deck forecasting 15% revenue upside via 3 prioritized initiatives. 	2021
Icare Hospital	<ul style="list-style-type: none"> Deployed on-site at Icare Hospital as part of Mocero Health's HMS implementation team; collaborated with doctors, admins, and IT staff to gather requirements, test workflows, and ensure system readiness Showcased execution skills in a live hospital environment, accelerating rollout timelines by resolving 30+ blockers during 	2024
Bengal Tracom (Canon)	<ul style="list-style-type: none"> Managed end-to-end operational workflows for Eastern India's leading Canon distributor (Bengal Tracom), overseeing process execution, stock tracking, inventory control, and cross-team coordination Automated reporting & inventory controls for distributor operations; cut stock variance and improved customer satisfaction by 20%+ 	2025
IIM B Vista	<ul style="list-style-type: none"> Represented IIM Bangalore's VISTA Business Summit as Campus Ambassador; executed a 4-week outreach plan as a team that drove 600+ registrations, increased campus engagement by 12%, optimized content across 10+ university 	2023
JP Morgan Forage	<ul style="list-style-type: none"> Engaged in hands-on virtual internship by J.P. Morgan (Forage); practiced banking workflows by analyzing balance sheets and income statements, identifying lending risks, delivering capstone project applying risk-mitigation strategies 	2023
Erekut	<ul style="list-style-type: none"> Managed end-to-end candidate screening, interview scheduling, onboarding coordination, and optimised hiring funnel cutting onboarding time by 30% across 3 teams at Erekut while being awarded "Best Intern of Week 1" for consistent performance 	2024

STARTUP

AstrroArya	<ul style="list-style-type: none"> Currently building AroVeda, an AI-backed spiritual wellness platform combining personality analysis, astrology engines, and mantra sadhana UX. Formulated GTM, monetization stack, and MVP roadmap using ICP, TAM metrics (Link) Delivered 50+ personalized sessions covering mantras, graha dosha, remedies, diagnostics — scaling into full-stack app for astrology 	June 2025 –
Lisica Tech	<ul style="list-style-type: none"> Co-founded Lisica Tech, managed 5+ B2B accounts, implemented SOPs that reduced delivery time 25% and achieved 75% client satisfaction, securing repeat projects. 	2022 (7M)

PROJECTS

Mocero Product	<ul style="list-style-type: none"> Drafted a detailed PRD for the user onboarding and rights management module of a Hospital Management System; mapped CRUD logic, field validation, user flows, role-based access control, and notification triggers under Mocero Health Designed structured input-output tables, filter logic, cache-based error handling, and communication flow (SMS/WhatsApp) (Link) 	2024
Scmhrd Consulting	<ul style="list-style-type: none"> Participated in SCMHRD's flagship national strategy event Stratomania 7.0; solved a real-world business case involving cross-functional challenges in operations, marketing, and GTM alignment Developed structured solution using RCA & 2x2 frameworks; proposed market entry and monetization model with stakeholder KPIs 	2023
Coursera Operations	<ul style="list-style-type: none"> Evaluated end-to-end business process models using Lucid chart and BPMN standards, enhancing workflow visibility and strategic alignment for Business Analysis project under Coursera Applied stakeholder analysis, KPI mapping, and flowchart optimization techniques to improve real-world business operations 	2024
Ecom Wireframe	<ul style="list-style-type: none"> Built an interactive wireframe prototype for Demo Ecom Website named 'Shoplane' using Figma, applying core UX principles like user flow mapping, CTA hierarchy, and minimalist visual structure Became the first in college to propose a UI/UX model using Figma; showcased the design as a product prototype interface (Link) 	2023
Ai Bug Findings	<ul style="list-style-type: none"> Identified a token expiry bug in ChatGPT's image generation module that prevents download of previously generated images tracing root cause to session-based token invalidation and proposing a cache persistence fix Discovered by inspecting element metadata, retrieving the expired URL, and re-uploading via the interface (Link) Detected prompt-induced flaw in ChatGPT's API (Astrology Birth Chart GPT) where repeated vault/data module calls caused memory overload and session failure. Uncovered LLM backend limits by analyzing output degradation, resistance loops within data gating and prompt saturation (Link) 	2025 2025

SKILLS

Tools	SQL, Notion, Jira, Figma, Postman, GA4, GitHub, Canva, ChatGpt, Claude, Notebooklm, Gamma, Elevenlabs, Runwaylm, Whimsical, Slack
Framework	Swot, Agile, Scrum, Sprint, Lean, AARRR, MAU, RICE, Moscow, 5 Whys, RCA, JTBD, Customer Map, User Persona, OKR
Competencies	Product Life Cycle, Product Strategy & Story, AB testing, User Research & Personas, PRD, Wireframing & Prototyping, Road Mapping & Prioritization, GTM, Stakeholder Management, Cross Functional Monetization Strategy, Conversion Funnel, Retention Strategy

SCHOLASTIC ACHIEVEMENTS

Academics	Secured full-time Product role through PPO at Mocero Health & became the first student across all depts to receive a job offer	2023
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(Graduation)	<ul style="list-style-type: none"> Stood in the top 15% of my class; achieved 2nd position in final-year semesters through academic rigor in technical subjects Coordinated logistics as a part of the Annual Cultural Fest core team by attracting 90+ participants & oversaw budget of 1.5 Lakhs Collaborated in Ground Zero Hackathon under Cyber Security West Bengal & ISOEH for capture the flag Conceptualized Idea Hackathon under IIC of Gkcem on the topic Zero Carbon Footprint 	2024
	<ul style="list-style-type: none"> Ranked 9/2000 participants in PRIDECORP; national case study competition organized by IIM Calcutta on human rights Secured 11th rank in KARWAAN 2021, creative writing competition hosted by RACHNA, literature society of Delhi University Recognized among top 50 Outstanding Achievers in the Monomousumi International Writing Contest for original storytelling Selected among top 50 delegates for the final round of SSBF MUN Y20 Summit (G20); demonstrated policy reasoning, global issue Engaged in Prodigy case study conducted by IIM Bangalore, curated profit-maximization strategies using pricing, GTM Qualified for Quarter Finals of Climate Change Olympiad 2023, showcasing environmental literacy, sustainable policy analysis Scored 94 percentile in CUET-PG on first attempt, demonstrating high analytical reasoning, learning across business, logic, quants Earned a niche full-time offer at Horocosmo in applied astrology, reinforcing differentiated behavioral insight for product strategy 	2025
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POSITIONS OF RESPONSIBILITY		
Research Paper	<p>"Prime Hydration: Reasons for Failure in the Indian Market" STM Journal</p> <ul style="list-style-type: none"> Conducted teardown of Prime Hydration's failed GTM in India using SWOT, PESTEL; analyzed gaps in localization, value, pricing Benchmarked against players like Red Bull and Sting to extract learnings on FMCG product-market fit, consumer behavior (Link) 	2025
Notion	<ul style="list-style-type: none"> Authored "The Definitive Product Management Bible" — a comprehensive Notion-built playbook synthesizing frameworks, workflows, and PM best practices to scale product thinking and execution across teams. (Link) 	2025
Medium	<ul style="list-style-type: none"> Published a data-driven product teardown on online healthcare booking funnel — designed a "Smart Booking System" blueprint projecting +15% conversion lift, -30% booking time, +20% re-booking and lower no-shows. (Link) 	2025
Associations	<ul style="list-style-type: none"> Led Mathematics Club for a 3-month session as Activity Organizer; implemented policy to enhance engagement, role and clarity 	2021
	<ul style="list-style-type: none"> Participated in Eco Club at GKCEM; supported sustainability-driven campus awareness drive & programs focused on green practices 	2021
	<ul style="list-style-type: none"> Active member of the Ieang Forum under the Computer Science Society 	2023
EXTRA-CURRICULAR ACTIVITIES		
Volunteering	<ul style="list-style-type: none"> Volunteered Hamari Pehchan Ngo through fundraiser campaign & increased engagement by 10% working as SE intern Participated in Vedic Annadanam, Dharmic welfare activity under Kamakhya Bhairav Upasana Foundation by Sri Rajarshi Nandy Donated blood on World Blood Donor Day under the Youth Independence Foundation & contributed to community health outreach Assisted Antarick club that fundraised ₹50,000 for a social hunger camp; supported distribution efforts to serve families Contributed to research impact narratives of multiple NGOs and transform them into audio-formatted stories under Ivolunteer 	2023
	<ul style="list-style-type: none"> Six Sigma White Belt - Aveta Business Institute - expertised in process improvement, defect reduction, Qc Digital Product Management - Coursera - mastering product road mapping workflow, MVP strategy, retention frameworks Project Management Foundations - LinkedIn - mastered project lifecycle, stakeholder alignment, delivery optimization frameworks Inventory Management - HP LIFE - covering demand forecasting, stock control Digital transformation in Public Policy - NSDC Skill India - data-driven governance, digital policy framework, scalable innovation. 	2025
	<ul style="list-style-type: none"> Google Analytics for Beginners - Google - gained skills in traffic analysis, user behavior tracking, conversion rates Leadership Skills - IIM Ahmedabad Coursera - gained insights into decision-making, influence, conflict 	2023
	<ul style="list-style-type: none"> Co-organized CAHOTECH x Inmolead's offline conference on 'NABH Digital Standards'; gained insights on digital transformation 	2025
	<ul style="list-style-type: none"> HelloPM's 'AI Masterclass for Product Managers'; explored GTM strategy, MCPs, Vector DB, Perplexity, Notion AI 	2025
Attendee	<ul style="list-style-type: none"> 'Finance for All' summit by IIT Dharwad on Unstop; explored personal finance frameworks, budgeting strategies 	2021
Hobbies	1. Poetry (Written 60+) 2. Astrology 3. Spiritual Meditation 4. Podcast listening 5. Anime 6. Debating	