

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"><li>• Boosted <b>revenue 81%</b> by automating MRD workflows, cutting digital wait-time <b>30%</b> and lifting NMC compliance <b>60%</b></li><li>• Launched <b>MRD diagnostic</b> tagging (PRD→launch), reducing retrieval time <b>40%</b> and improving accuracy <b>25%</b></li><li>• Led UAT/QA for app, CRM, and chatbot, resolving <b>15+</b> critical <b>bugs</b> and cutting post-release issues <b>25%</b></li><li>• Ran <b>A/B tests</b> on AMM &amp; Dhanwantralaya flows, raising task completion <b>18%</b> with data-driven rollouts</li><li>• Trained <b>120+</b> staff on <b>HMS-LIS-EMR</b> systems, improving onboarding <b>40%</b> and easing admin load</li><li>• Redesigned appointment rescheduling via async alerts, lowering churn <b>37%</b> from <b>20+</b> staff <b>JTBD</b> insights</li><li>• Optimized patient journey using <b>AARRR &amp; RICE-MoSCoW</b>, increasing feature adoption <b>30%</b> through research insights</li><li>• Recruited &amp; trained <b>3 interns</b>, cutting project delivery time by <b>20%</b></li><li>• Oversaw <b>Pharmacy Inventory</b> operations worth <b>₹65 lakhs</b>, improving tracking and utilization accuracy</li><li>• Streamlined <b>CRM</b> development from PRD, wireframes, sprint planning, QA to GTM rollout reducing hospital support tickets</li><li>• Led HMS rollout at <b>GNIDSR Hospital</b> as team lead; achieved <b>zero</b> critical issues after rollout</li><li>• Drove NMC inspection readiness across Icare, GNIDSR, JMC by standardizing audit process—cutting inspection prep time by <b>40%</b></li><li>• Spearheaded <b>JMC Mogra’s</b> OPD–IPD–EMG diagnosis <b>1.5 months</b> records in <b>3 days</b>, establishing NMC-compliant workflows</li><li>• Refined social campaigns for <b>2 JIS Group</b> colleges; boosted content reach by <b>1.5</b> times in <b>4</b> weeks</li></ul>				Aug 2024 – Now
INTERNSHIPS					
Quollab	<ul style="list-style-type: none"><li>• Executed a 4-week live <b>consulting</b> sprint with <b>Quollab</b>; conducted competitor benchmarking, SWOT analysis, and value chain mapping to assess GTM strategy and operational inefficiencies for a real client</li><li>• Led 4-week GTM sprint with Quollab; presented strategy deck forecasting 15% revenue upside via 3 prioritized initiatives.</li></ul>				2021
Icare Hospital	<ul style="list-style-type: none"><li>• Deployed on-site at <b>Icare Hospital</b> as part of Mocero Health’s <b>HMS</b> implementation team; collaborated with doctors, admins, and IT staff to gather requirements, test workflows, and ensure system readiness</li><li>• Showcased execution skills in a live hospital environment, accelerating rollout timelines by resolving <b>30+</b> blockers during</li></ul>				2024
Bengal Tracom (Canon)	<ul style="list-style-type: none"><li>• Managed end-to-end <b>operational</b> workflows for Eastern India’s leading <b>Canon</b> distributor (Bengal Tracom), overseeing process execution, stock tracking, inventory control, and cross-team coordination</li><li>• Automated reporting &amp; inventory controls for distributor operations; cut stock variance and improved customer satisfaction by 20%+</li></ul>				2025
IIM B Vista	<ul style="list-style-type: none"><li>• Represented <b>IIM Bangalore’s VISTA</b> Business Summit as Campus Ambassador; executed a 4-week outreach plan as a team that drove <b>600+</b> registrations, increased campus engagement by <b>12%</b>, optimized content across <b>10+</b> university</li></ul>				2023
JP Morgan Forge	<ul style="list-style-type: none"><li>• Engaged in hands-on virtual internship by <b>J.P. Morgan (Forge)</b>; practiced banking workflows by analyzing balance sheets and income statements, identifying lending risks, delivering <b>capstone project</b> applying risk-mitigation strategies</li></ul>				2023
Erekrut	<ul style="list-style-type: none"><li>• Managed end-to-end candidate screening, interview scheduling, onboarding coordination, and optimised <b>hiring</b> funnel cutting onboarding time by 30% across 3 teams at <b>Erekrut</b> while being awarded “<b>Best Intern of Week 1</b>” for consistent performance</li></ul>				2024
STARTUP					
AstroArya	<ul style="list-style-type: none"><li>• Currently building <b>AroVeda</b>, an AI-backed spiritual wellness platform combining personality analysis, astrology engines, and mantra sadhana UX. Formulated GTM, monetization stack, and MVP roadmap using using ICP, TAM metrics (<a href="#">Link</a>)</li><li>• Delivered <b>50+</b> personalized sessions covering mantras, graha dosha, remedies, diagnostics — scaling into full-stack app for <b>astrology</b></li></ul>				June 2025 –
Lisica Tech	<ul style="list-style-type: none"><li>• Co-founded Lisica Tech, managed 5+ B2B accounts, implemented SOPs that reduced delivery time 25% and achieved 75% client satisfaction, securing repeat projects.</li></ul>				2022 (7M)
PROJECTS					
Mocero Product	<ul style="list-style-type: none"><li>• Drafted a detailed <b>PRD</b> for the user onboarding and rights management module of a Hospital Management System; mapped <b>CRUD</b> logic, field validation, user flows, role-based access control, and notification triggers under Mocero Health</li><li>• Designed structured input-output tables, filter logic, cache-based error handling, and communication flow (SMS/WhatsApp) (<a href="#">Link</a>)</li></ul>				2024
Scmhrd Consulting	<ul style="list-style-type: none"><li>• Participated in <b>SCMHRD’s</b> flagship national strategy event <b>Stratomania 7.0</b>; solved a real-world business case involving cross-functional challenges in operations, marketing, and <b>GTM alignment</b></li><li>• Developed structured solution using <b>RCA &amp; 2x2</b> frameworks; proposed market entry and monetization model with stakeholder <b>KPIs</b></li></ul>				2023
Coursera Operations	<ul style="list-style-type: none"><li>• Evaluated end-to-end business process models using <b>Lucid chart</b> and <b>BPMN</b> standards, enhancing workflow visibility and strategic alignment for Business Analysis project under Coursera</li><li>• Applied stakeholder analysis, <b>KPI mapping</b>, and flowchart optimization techniques to improve real-world business operations</li></ul>				2024
Ecom Wireframe	<ul style="list-style-type: none"><li>• Built an interactive wireframe prototype for <b>Demo Ecom Website</b> named ‘<b>Shoplane</b>’ using Figma, applying core UX principles like user flow mapping, CTA hierarchy, and minimalist visual structure</li><li>• Became the first in college to propose a UI/UX model using <b>Figma</b>; showcased the design as a product prototype interface (<a href="#">Link</a>)</li></ul>				2023
Ai Bug Findings	<ul style="list-style-type: none"><li>• Identified a <b>token expiry</b> bug in ChatGPT’s <b>image generation</b> module that prevents download of previously generated images tracing root cause to session-based token invalidation and proposing a cache persistence fix</li><li>• Discovered by inspecting element <b>metadata</b>, retrieving the expired URL, and re-uploading via the interface (<a href="#">Link</a>)</li></ul>				2025
	<ul style="list-style-type: none"><li>• <b>Detected prompt-induced flaw</b> in ChatGPT’s API (Astrology Birth Chart GPT) where repeated vault/data module calls caused memory overload and session failure.</li><li>• <b>Uncovered LLM backend limits</b> by analyzing output degradation, resistance loops within data gating and prompt saturation (<a href="#">Link</a>)</li></ul>				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	<ul style="list-style-type: none"><li>• Secured full-time Product role through <b>PPO</b> at Mocero Health &amp; became the <b>first student</b> across all depts to receive a job offer</li></ul>				2023

(Graduation)		• Stood in the <b>top 15% of my class</b> ; achieved <b>2nd position in final-year semesters</b> through academic rigor in technical subjects	2024
		• Coordinated <b>logistics</b> as a part of the <b>Annual Cultural Fest</b> core team by attracting <b>90+</b> participants & oversaw budget of 1.5 Lakhs	2023
		• Collaborated in <b>Ground Zero Hackathon</b> under Cyber Security West Bengal & <b>ISOEH</b> for capture the flag	2022
		• Conceptualized <b>Idea Hackathon</b> under <b>IIC</b> of Gkcem on the topic Zero Carbon Footprint	2022
Competitions		• Ranked <b>9/2000</b> participants in <b>PRIDECORP</b> ; national case study competition organized by <b>IIM Calcutta</b> on human rights	2021
		• Secured <b>11<sup>th</sup> rank</b> in KARWAAN 2021, creative writing competition hosted by <b>RACHNA</b> , literature society of <b>Delhi University</b>	2021
		• Recognized among <b>top 50</b> Outstanding Achievers in the <b>Monomousumi International Writing Contest</b> for original storytelling	2023
		• Selected among <b>top 50 delegates</b> for the final round of <b>SSBF MUN Y20 Summit</b> (G20); demonstrated policy reasoning, global issue	2023
		• Engaged in <b>Prodigy case study</b> conducted by <b>IIM Bangalore</b> , curated profit-maximization strategies using pricing, GTM	2021
		• Qualified for <b>Quarter Finals</b> of Climate Change <b>Olympiad 2023</b> , showcasing environmental literacy, sustainable policy analysis	2023
		• Scored <b>94 percentile</b> in <b>CUET-PG</b> on <b>first attempt</b> , demonstrating high analytical reasoning, learning across business, logic, quants	2024
		• Earned a niche full-time offer at <b>Horocosmo</b> in applied astrology, reinforcing differentiated behavioral insight for <b>product strategy</b>	2025
POSITIONS OF RESPONSIBILITY			
Research Paper		• <b>“Prime Hydration: Reasons for Failure in the Indian Market”</b>   <i>STM Journal</i> • Conducted teardown of Prime Hydration’s failed GTM in India using <b>SWOT, PESTEL</b> ; analyzed gaps in localization, value, pricing • Benchmarked against players like Red Bull and Sting to extract learnings on <b>FMCG</b> product-market fit, consumer behavior ( <a href="#">Link</a> )	2025
Notion		• Authored <b>“The Definitive Product Management Bible”</b> — a comprehensive Notion-built playbook synthesizing frameworks, workflows, and PM best practices to scale product thinking and execution across teams. ( <a href="#">Link</a> )	2025
Medium		• Published a data-driven product teardown on online healthcare booking funnel — designed a <b>“Smart Booking System”</b> blueprint projecting <b>+15%</b> conversion lift, <b>−30%</b> booking time, <b>+20%</b> re-booking and lower no-shows. ( <a href="#">Link</a> )	2025
Associations		• Led <b>Mathematics Club</b> for a 3-month session as Activity Organizer; implemented policy to enhance engagement, role and clarity	2021
		• Participated in <b>Eco Club</b> at GKCEM; supported sustainability-driven campus awareness drive & programs focused on green practices	2021
		• Active member of the <b>Ieang Forum</b> under the <b>Computer Science Society</b>	2023
EXTRA-CURRICULAR ACTIVITIES			
Volunteering		• Volunteered <b>Hamari Pehchan</b> Ngo through fundraiser campaign & increased engagement by <b>10%</b> working as SE intern	2023
		• Participated in Vedic Annadanam, Dharmic welfare activity under <b>Kamakhya Bhairav Upasana Foundation</b> by Sri Rajarshi Nandy	2025
		• Donated blood on <b>World Blood Donor Day</b> under the Youth Independence Foundation & contributed to community health outreach	2024
		• Assisted Antarick club that fundraised <b>₹50,000</b> for a social <b>hunger camp</b> ; supported distribution efforts to serve families	2023
		• Contributed to research impact narratives of multiple <b>NGOs</b> and transform them into audio-formatted stories under <b>Ivolunteer</b>	2023
Certifications		• <b>Six Sigma White Belt</b> - Aveta Business Institute - expertised in process improvement, defect reduction, Qc	2021
		• <b>Digital Product Management</b> - Coursera - mastering product road mapping workflow, MVP strategy, retention frameworks	2025
		• <b>Project Management Foundations</b> – LinkedIn - mastered project lifecycle, stakeholder alignment, delivery optimization frameworks	2025
		• <b>Inventory Management</b> - HP LIFE - covering demand forecasting, stock control	2025
		• <b>Digital transformation in Public Policy</b> – NSDC Skill India - data-driven governance, digital policy framework, scalable innovation.	2025
		• <b>Google Analytics for Beginners</b> – Google - gained skills in traffic analysis, user behavior tracking, conversion rates	2023
		• <b>Leadership Skills</b> - IIM Ahmedabad Coursera - gained insights into decision-making, influence, conflict	2023
Attendee	Panel	• Co-organized CAHOTECH x Innolead’s offline conference on ‘ <b>NABH Digital Standards</b> ’; gained insights on digital transformation	2025
	Cohort	• HelloPM’s ‘ <b>AI Masterclass for Product Managers</b> ’; explored GTM strategy, MCPs, Vector DB, Perplexity, Notion AI	2025
	Summit	• ‘ <b>Finance for All</b> ’ summit by <b>IIT Dharwad</b> 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	