

Professional Summary:

Prudhvi is a **growth-focused product manager** with a passion for problem-solving and making a difference. With over **4 years** of experience in **Big Data, Machine Learning, and Full Stack Development**, he brings a diverse technical background to his role. Despite time constraints, he **prioritizes quality** and utilizes **data and user insights** to create **innovative solutions** and enhance existing ones. He holds an **MBA from ISB Hyderabad**, specializing in **IT and Strategy**, which further enhances his strategic approach to product management.

**Skills:** Product Management, SAAS, Product Strategy, Wireframing, Market Research, Google Analytics, SQL, Java, Python, Agile

EDUCATION		
ISB	<ul style="list-style-type: none"><li>• <b>National winner</b> (3/3000+) in IIMB Case comp, devised a <b>strategy</b> for a startup to generate ₹3Cr revenue annually</li><li>• <b>SRCC Product Case (Finalist)</b>: Developed strategy for Swiggy to grow Revenue by <b>\$307 M in 5 years</b> in meat delivery</li><li>• External Project: Achieved a <b>12% reduction</b> in penalty pay-outs (<b>\$1 M</b>) by introducing a real-time dashboard for 12 KPIs</li></ul>	
NIT GOA	<ul style="list-style-type: none"><li>• Published a co-authored international <a href="#">research paper</a> at the A1-rated Machine Learning Conference in IISC Bangalore</li></ul>	
WORK EXPERIENCE		
Cogoport, India		Product Manager
		Apr'23 – Present
Order Booking flow	<ul style="list-style-type: none"><li>• Increased the revenue by <b>\$130K</b> by introducing a new business model to sell additional services in discounted bundles</li><li>• Achieved a revenue growth of <b>\$50k</b> by introducing new <b>SAAS tools</b> &amp; is projected to reach <b>\$500k</b> by the end of FY'23</li><li>• Boosted customer onboarding by <b>11% (B2B Space)</b> in <b>2 months</b> by providing more interactive information through <a href="#">maps</a></li></ul>	
Oracle, India		Senior Application Developer
		Feb'20 – Mar'22
Product Dev & Stakeholder Mgt	<ul style="list-style-type: none"><li>• <b>Oversaw 7 developers</b>, developed <b>Full Stack Application</b> to streamline royalty payments for Oracle tools in <b>3 countries</b></li><li>• Increased <b>\$5 M</b> in revenues, by onboarding <b>5k+</b> B2B partners &amp; <b>10K+</b> contracts to the Oracle Business team</li><li>• <b>Identified ~12 UX gaps</b>, such as broken navigation &amp; erratic UI via customer feedback, <b>increasing CSAT</b> by <b>12.5%</b></li><li>• <b>Reduced failed attempts by 30%</b>, Conducted <b>A/B testing</b> (1000 users) to use OTP instead of password for login verification</li></ul>	
Process Improvement	<ul style="list-style-type: none"><li>• Reduced <b>server expenditures</b> by <b>15%</b> and <b>downtime</b> by <b>90%</b> by removing bottlenecks in the Database Architecture</li><li>• <b>Reduced the processing time by 97%</b>, developed a <b>robust, real-time</b> customer and product <b>sync</b> for <b>100K customers</b></li><li>• Realized <b>\$100 K</b> per annum by automating the deployment and enhancing error reduction by <b>76%</b> using <b>Jenkins</b></li><li>• Contributed to <b>reduction of bounce rate from 70% to 60%</b> on the home page by optimizing page load time &amp; site content</li></ul>	
Key Achievements	<ul style="list-style-type: none"><li>• Received a <b>fast-track promotion</b> out of <b>800+ employees</b> by <b>securing the highest overall rating</b> for 5 consecutive quarters</li><li>• <b>Youngest member</b> (22 v/s 25 years on average) to lead two core projects (<b>\$7 M</b> worth) of Oracle Cloud Infrastructure</li></ul>	
Reliance Industries, India		Machine Learning Engineer
		Jul'18 – Jan'20
Data Analytics	<ul style="list-style-type: none"><li>• Saved <b>\$10M per annum</b> by developing UDIF a Big Data Project to facilitate real-time dashboards for 9 different datasets</li><li>• Reduced <b>issue resolution time by 30%</b> by developing <b>10+ data visualizations and dashboards</b> using Python libraries</li></ul>	
Automation & Optimization	<ul style="list-style-type: none"><li>• <b>Saved 400 man-hours</b> annually by implementing <b>conclusion generator</b> with <b>91% accuracy</b> using <b>NLP &amp; Sentiment analysis</b></li><li>• Trimmed the costs by <b>\$30K</b> by implementing <b>OCR</b> with an <b>82%</b> accuracy model to compare Invoices and bills of 100+ pages</li><li>• Implemented Python-based server automation, resulting in a \$200K cost decrease by reducing server downtime</li></ul>	
Key Achievements	<ul style="list-style-type: none"><li>• Earned <b>Best Employee</b> award out of 1900+ employees for setting up the first-ever <b>Big Data Cluster of size 800 TB</b></li><li>• Received <b>commendation</b> from <b>President of Exploration &amp; Production Vertical</b> for work on data analysis of IoT Sensors</li></ul>	
POSITIONS OF RESPONSIBILITY		
Event & Tech Co-Ordinator	<ul style="list-style-type: none"><li>• Improved user engagement by <b>120% to 171</b> by issuing the monthly newsletter on the sub-stack</li><li>• Reached <b>50+ students</b> through <b>six</b> speaker events, <b>four</b> policy debates, and quizzes; average footfall improved by 20%</li></ul>	
Basketball Captain	<ul style="list-style-type: none"><li>• Elected out of <b>120+ players</b> to lead the university team at the National Level across <b>20+ events</b>.</li><li>• <b>Quarterfinalists in Inter-NIT</b> out of 24 teams under my captaincy &amp; 1st Runner up in <b>BITS Spree</b> out of 20+ teams</li></ul>	
Vice President, Toastmasters Intl	<ul style="list-style-type: none"><li>• Received <b>Smedley Award</b> among <b>office bearers of 20+ clubs</b> for onboarding 25 new members</li><li>• Organized <b>educational sessions</b> on ways to improve <b>Public Speaking skills</b> with <b>40+</b> footfalls</li><li>• <b>Conducted</b> District level <b>Speech competitions</b> among 6 clubs with <b>100+ participants</b> &amp; ended up as <b>runner-up</b></li></ul>	
ACADEMIC ACHIEVEMENTS		
Achievements	<ul style="list-style-type: none"><li>• <b>Finished 4th in State Level abacus</b> competition (<b>10K+ competitors</b>), consisting of 7 rounds that spanned two days</li><li>• <b>Achieved top 3% globally</b> in Google Hash Code Competition (<b>90K+ applicants</b>), improved google books performance</li><li>• <b>Top 3</b> (out of 15K members) for five consecutive years in the national event '<b>Mathematica</b>' by <b>SPIE STUDENT CHAPTER</b></li></ul>	
EXTRA-CURRICULAR ACTIVITIES		
Traveling	<ul style="list-style-type: none"><li>• Independently funded and embarked on extensive travel across <b>23 states in India</b> and plan to finish the rest in next 2 years</li></ul>	
Badminton	<ul style="list-style-type: none"><li>• <b>Pre-Quarterfinalist</b> (250+ participants) in <b>State-level Singles Badminton, Gold Medal</b> at District level</li></ul>	
Swimming	<ul style="list-style-type: none"><li>• <b>Won Silver medal (50m) &amp; Bronze medals (100m)</b> (50+ participants) at District-level <b>Swimming</b> competitions</li></ul>	
Volunteer	<ul style="list-style-type: none"><li>• Co-founded <b>“Make a Change”</b> in my UG to teach 1000+ students in 10 public schools, taught Mathematics &amp; Science</li></ul>	