Bikumalla Prudhvi Raj | prudhvibikumalla@gmail.com | +91 9177970237 | LinkedIn | About Me

**Product Manager | Travel & Sports Enthusiast** 

GMAT: 730/800 | CAT: 98.95%le (>99.95%le in Quants & DILR for 3 years) | IIFT:99.4%le | 10+2:96.5%

## **Professional Summary:**

Volunteer

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	Management, Saas, Product Strategy, Wireframing, Market Research, Google Analytics, SC	,,,,,,
	• National winner (3/3000+) in IIMB Case comp, devised a strategy for a startup to generate ₹3Ci	r revenue annually
100	• SRCC Product Case (Finalist): Developed strategy for Swiggy to grow Revenue by \$307 M in 5 years in meat delivery	
ISB	• External Project: Achieved a 12% reduction in penalty pay-outs (\$1 M) by introducing a real-tim	•
NIT GOA	• Published a co-authored international <u>research paper</u> at the A1-rated Machine Learning Conference in IISC Bangalore	
WORK EXPERIEN		
Cogoport, India	Product Manager	Apr'23 – Present
	• Achieved revenue growth of \$50k in 2 months by introducing new SAAS tools & projected to re	•
Order Booking	• Introduced <b>new revenue streams of \$200K</b> through the addition of end-to-end bundling services for cross-selling	
flow	• Reduced <b>checkout process (4 min vs 12 mins)</b> by designing a Recommendation algorithm to execute the buying process	
	• Conducted user interviews, designed wireframes & created PRD for application by working with multiple stakeholders	
Oracle, India	Senior Application Developer	Feb'20 – Mar'22
Oracle, Illula	Oversaw 7 developers, developed Full Stack Application to streamline royalty payments for Ora	
Product Dev &	• Increased <b>\$5 M</b> in revenues, by onboarding <b>5k</b> + B2B partners & <b>10K</b> + contracts to the Oracle Bu	
Stakeholder Mgt		
Stakenolder Wigt	<ul> <li>Resolved ~14 UX gaps, such as broken navigation &amp; unclear errors via customer feedback, incre</li> <li>Reduced server expenditures by 15% and downtime by 90% by removing bottlenecks in the Da</li> </ul>	
Dungana	• Reduced the processing time by 97%, developed a robust, real-time customer and product syn	
Process		
Improvement	• Realized \$100 K per annum by automating the deployment and enhancing error reduction by 76% using Jenkins	
.,,	• Contributed to <b>reduction of bounce rate from 70% to 52%</b> on the home page by optimizing page load time & site content	
Key	• Received a fast-track promotion out of 800+ employees by securing the highest overall rating	·
Achievements	• Youngest member (22 v/s 25 years on average) to lead two core projects (\$7 M worth) of Oracle	
Reliance Indust		Jul'18 – Jan'20
Data Analytics	• Saved <b>\$10M per annum</b> by developing UDIF a Big Data Project to facilitate real-time dashboards	s for 9 different datasets
	<ul> <li>Saved \$10M per annum by developing UDIF a Big Data Project to facilitate real-time dashboards</li> <li>Reduced issue resolution time by 30% by developing 10+ data visualizations and dashboards up</li> </ul>	s for 9 different datasets using Python libraries
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• Co-founded "Make a Change" in my UG to teach 1000+ students in 10 public schools, taught Mathematics & Science