

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">• National winner (3/3000+) in IIMB Case comp, devised a strategy for a startup to generate ₹3Cr revenue annually• SRCC Product Case (Finalist): Developed strategy for Swiggy to grow Revenue by \$307 M in 5 years in meat delivery• External Project: Achieved a 12% reduction in penalty pay-outs (\$1 M) by introducing a real-time dashboard for 12 KPIs	
NIT GOA	<ul style="list-style-type: none">• Published a co-authored international research paper at the A1-rated Machine Learning Conference in IISC Bangalore	
WORK EXPERIENCE		
Cogoport, India	Product Manager	Apr'23 – Present
Order Booking flow	<ul style="list-style-type: none">• Achieved revenue growth of \$50k in 2 months by introducing new SAAS tools & projected to reach \$500k by FY'23 end• Introduced new revenue streams of \$200K through the addition of end-to-end bundling services for cross-selling• Reduced checkout process (4 min vs 12 mins) 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
Product Dev & Stakeholder Mgt	<ul style="list-style-type: none">• Oversaw 7 developers, developed Full Stack Application to streamline royalty payments for Oracle tools in 3 countries• Increased \$5 M in revenues, by onboarding 5k+ B2B partners & 10K+ contracts to the Oracle Business team• Resolved ~14 UX gaps, such as broken navigation & unclear errors via customer feedback, increasing CSAT by 11.5%	
Process Improvement	<ul style="list-style-type: none">• Reduced server expenditures by 15% and downtime by 90% by removing bottlenecks in the Database Architecture• Reduced the processing time by 97%, developed a robust, real-time customer and product sync for 100K customers• Realized \$100 K per annum by automating the deployment and enhancing error reduction by 76% using Jenkins• Contributed to reduction of bounce rate from 70% to 52% on the home page by optimizing page load time & site content	
Key Achievements	<ul style="list-style-type: none">• Received a fast-track promotion out of 800+ employees by securing the highest overall rating for 5 consecutive quarters• Youngest member (22 v/s 25 years on average) to lead two core projects (\$7 M worth) of Oracle Cloud Infrastructure	
Reliance Industries, India	Machine Learning Engineer	Jul'18 – Jan'20
Data Analytics	<ul style="list-style-type: none">• Saved \$10M per annum by developing UDIF a Big Data Project to facilitate real-time dashboards for 9 different datasets• Reduced issue resolution time by 30% by developing 10+ data visualizations and dashboards using Python libraries	
Automation & Optimization	<ul style="list-style-type: none">• Saved 400 man-hours annually by implementing conclusion generator with 91% accuracy using NLP & Sentiment analysis• Trimmed the costs by \$100K by implementing OCR with an 82% accuracy to compare Invoices and bills of 100+ pages• Saved \$200K in costs by reducing the Azure cloud server downtime by implementing automation using python	
Key Achievements	<ul style="list-style-type: none">• Earned Best Employee award out of 1900+ employees for setting up the first-ever Big Data Cluster of size 800 TB• Received commendation from President of Exploration & Production Vertical for work on data analysis of IoT Sensors	
POSITIONS OF RESPONSIBILITY		
Basketball Captain	<ul style="list-style-type: none">• Elected out of 120+ players to lead the university team at the National Level across 10+ events.• Quarterfinalists in Inter-NIT out of 24 teams under my captaincy & 1st Runner up in BITS Spree out of 20+ teams	
Vice President, Toastmasters Intl	<ul style="list-style-type: none">• Received Smedley Award among office bearers of 20+ clubs for onboarding 25 new members• Organized educational sessions on ways to improve Public Speaking skills with 40+ footfalls• Conducted District level Speech competitions among 6 clubs with 100+ participants & ended up as runner-up	
ACADEMIC ACHIEVEMENTS		
Achievements	<ul style="list-style-type: none">• Finished 4th in State Level abacus competition (10K+ competitors), consisting of 7 rounds that spanned two days• Achieved top 3% globally in Google Hash Code Competition (90K+ applicants), improved google books performance• Top 3 (out of 15K members) for five consecutive years in the national event 'Mathematica' by SPIE STUDENT CHAPTER	
EXTRA-CURRICULAR ACTIVITIES		
Traveling	<ul style="list-style-type: none">• Independently funded and embarked on extensive travel across 23 states in India and plan to finish the rest in next 2 years	
Badminton	<ul style="list-style-type: none">• Pre-Quarterfinalist (250+ participants) in State-level Singles Badminton, Gold Medal at District level	
Swimming	<ul style="list-style-type: none">• Won Silver medal (50m) & Bronze medals (100m) (50+ participants) at District-level Swimming competitions	
Volunteer	<ul style="list-style-type: none">• Co-founded “Make a Change” in my UG to teach 1000+ students in 10 public schools, taught Mathematics & Science	