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

Product Manager | Travel & Sports Enthusiast |

**GRE: 336/340 | CAT: 98.95%le (>99.95%le in Quants & DILR for 3 years) | IIFT:99.4%le | 10+2:96.5%**

**Professional Summary:**

Prudhvi's passion lies in solving problems and making a difference. Professionally, this means Prudhvi is a growth-focused product manager who, despite time restrictions, makes quality a priority & is passionate about using data and user insights to create novel solutions and improve existing ones.

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

| EDUCATION | |
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| **ISB** | • **National winner** (3/3000+) in IIMB Case comp, devised a **strategy** for a startup to generate ₹3Cr revenue annually.<br>• SRCC Product Case (Finalist): Developed strategy for Swiggy to grow Revenue by **$307 M in 5 years** in meat delivery.<br>• External Project: Achieved a **12% reduction** in penalty pay-outs (**$1 M**) by introducing a real-time dashboard for 12 KPIs. |
| **NIT GOA** | • 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** | • Increased the revenue by **$130K** by introducing a new business model to sell additional services in discounted bundles.<br>• Improved the revenue by **$50k** by introducing new **SAAS tools** projected to reach **$500k** by the end of FY'23.<br>• Boosted customer onboarding by **11% (B2B Space) in 2 months** by providing more interactive information through maps. | |
| **Oracle, India** | **Senior Application Developer** | **Feb'20 – Mar'22** |
| **Product Development & Stakeholder Management** | • Developed a **Full Stack Application** to streamline royalty payments for Oracle tools in **3 countries. (USA, UK & Australia)**<br>• Increased **$5 M** in revenues by onboarding **5K+** B2B partners & **10K+** contracts to the Oracle Business team<br>• Saved **$100 K** by ensuring project timelines through **4 focus groups & 10+ user interviews**<br>• Delivered **Oracle Infrastructure Cloud Integrations** by moving **50+** services from on-premises to Cloud in **<1 month.** | |
| **Process Improvement** | • Reduced **server expenditures** by **15%** and **downtime** by **90%** by removing bottlenecks in the Database Architecture.<br>• Reduced the processing time from **3hrs to 6 mins** by developing a **robust**, **real-time** customer and product **sync.**<br>• Realized **$100 K** per annum by automating the deployment and enhancing error reduction by **76%** using **Jenkins.** | |
| **Key Achievements** | • Received a **fast-track promotion** out of **800+ employees** by maintaining a **(5/5)** rating for five consecutive quarters<br>• **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** | • Saved **$10M per annum** by developing UDIF a Big Data Project to facilitate real-time dashboards for 9 different datasets.<br>• Created and maintained data visualizations and dashboards using Python libraries (e.g., Matplotlib, Seaborn). | |
| **Process Automation & Optimization** | • Reduced human effort by **92%** by implementing **conclusion generator** with **91% accuracy** using **NLP** & **Sentiment analysis**<br>• Trimmed the costs by **$30K** by implementing **OCR** with an **82%** accuracy model to compare Invoices and bills of 100+ pages | |
| **Key Achievements** | • Earned **Best Employee** award out of 1900+ employees for setting up the first-ever **Big Data Cluster of size 800 TB .**<br>• Received **commendation** from **President (Exploration & Production)** for work on data analysis of IoT Sensors. | |

| POSITIONS OF RESPONSIBILITY | |
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| **Event & Tech Co-Ordinator** | • Improved user engagement by **120% to 171** by issuing the monthly newsletter on the sub-stack.<br>• Reached **50+ students** through **six** speaker events, **four** policy debates, and quizzes; average footfall improved by 20%. |
| **Basketball Captain** | • Elected out of **120+ players** to lead the university team at the National Level across **20+ events.**<br>• **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** | • **Received Smedley Award** among **office bearers of 20+ clubs** for onboarding 25 new members.<br>• Organized **educational sessions** on ways to improve **Public Speaking skills** with **40+** footfalls.<br>• **Conducted** District level **Speech competitions** among 6 clubs with **100+ participants &** ended up as **runner-up.** |

| ACADEMIC ACHIEVEMENTS | |
|---|---|
| **Achievements** | • **Finished 4th in State Level abacus** competition **(out of 10K+ competitors)**, consisting of 7 rounds that spanned two days<br>• **Top 3% globally** in the Google Hash Code Competition (out of a total of **90K+ applicants)**<br>• **Top 3** (out of 15K members) for five consecutive years in the national event '**Mathematica**' by **SPIE STUDENT CHAPTER** |

| EXTRA-CURRICULAR ACTIVITIES | |
|---|---|
| **Traveling** | • Independently funded and embarked on extensive travel across **23 states in India** and plan to finish the rest in next 2 years |
| **Badminton** | • **Pre-Quarterfinalist** (250+ participants) in **State-level Singles Badminton**, **Gold Medal** at District level |
| **Swimming** | • Won Silver medal (50m) & Bronze medals (100m) (50+ participants) at District-level **Swimming** competitions |
| **Community Work** | • Co-founded "**Make a Change**" in my Undergrad to teach 1000+ students in 10 public schools and taught Technology and Mathematics |