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

Product Manager | Nationals @ Basketball

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:

Prudhvi holds an **MBA** from **ISB Hyderabad**, specializing in **IT & Strategy**. With **4 years** of experience in **Big Data, ML, & Full Stack Dev**, he equipped himself with diverse technology skills. He **prioritizes quality** and utilizes **data & user insights** to create **innovative solutions**. With a passion for **problem-solving & stakeholder mgt,** he is looking for a role in **Technology Consulting**.

Skills: Product Management, Product Strategy, Market Research, Wireframing, PLC, API, Data Analytics, SQL, Jira, Confluence, Agile

EDUCATION	
ISB (MBA-PGDM)	• **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(CSE)	• Published a co-authored international research paper at the A1-rated Machine Learning Conference in IISC Bangalore

WORK EXPERIENCE			
Cogoport, India	**Associate Product Manager**		**Apr'23 – Present**
Order Booking flow	• 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		
	• Initiated a **Pay-Later Scheme** and onboarded **200+ B2B Customers**, generating an Indirect revenue of **$100K in 3 months**		
	• 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	• **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	• 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	• 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	• 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	• **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	• 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	• 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	• **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	• **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	• 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
Volunteer	• Co-founded "**Make a Change**" in my UG to teach 1000+ students in 10 public schools, taught Mathematics & Science