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Summary

- 5+ years of Experience in Agile Methodologies & SCRUM for developing customer winning SAAS products.
- Experienced in Cross-functional Stakeholder Management -Customers, Higher Management, Developers, ML Engineers, Designers, QAs for developing SAAS products.
- Worked on strategically understanding company - core value proposition, strengths, priorities, mission, why company exists, personas, use cases and creating Roadmap based on company vision.
- Worked on planning Releases, planning Sprints, Retrospection of sprints, Retrospection of releases, daily SCRUM calls for progress to increase engagement, retention and self perpetuation.
- Experienced in improving UX and Product Growth in terms of many aspects(Scaling, Revenue growth & retention, Adoption, Expansion to other Markets, CSAT etc)
- Expertise in Market Research, Competitor Analysis, Product Positioning that amplifies customer experience and market share.
- Expertise in finding product gaps, analyse feedback, rollout increments, design feedback to change implementation loop.
- Worked on Data Analytics & KPI analytics (segmentation, cohort & funnels) to facilitate data-led decisions and process optimization to improve products and achieve Growth.
- Strong Analytics Skills for Data Analysis / KPI Analysis - SQL / Python Jupyter Notebook / Excel
- Have experience in different roles from DBA, Python Programming, Cloud Administration, AIML, Product Marketing and SAAS Product Management.

Experience



Product Manager

Freelancer.com

Oct 2022 - Present (1 year 7 months)

Products Built - CHMI (Construction Heavy Machinery Industry) CRM App, Vendx Auctions

Domains - Construction, Manufacturing, Procurement

CHMI CRM -

- Managed Team of 5 Fullstack Developers, 2 Mobile Developers, 2 QAs and 1 Designer.
- Streamlined manual processes of Volvo using cloud based Enterprise Mobility (Customised Mobile CRM App) - Divided company business into Sales, Service and Parts modules.
- Added features like Location Tracking of Sales / Service Team Members, Option to to Submit TA/DA, Notifications of Followup Reminders/ Service Call assignment, Escalate issues from Web App itself, Create escalation metrics in Web App, Performance based Incentives from Web App, Customised filters based visualisations, Access based Account Management etc.
- Managed developed of product with Ionic framework for cross-platform mobile app and .NET for Admin Web App.

Vendx Auctions -

- Managed Team of 7 Developers, 2 QAs, 1 Designer for .NET based responsive/ mobile browser friendly Web App.

- Procurement of Goods & Services is time taking and costly function of supply chain - Procurement directly impacts on bottom line so we introduced Vendx Auctions.
- Using Vendx Auctions multiple Vendors take part in Auction in realtime. Vendors bid for Goods and Services and Vendx Auctions generate savings for companies.
- Managed development of English, Dutch, Knock-out, Reverse etc. Vendx Auctions to accomodate different use cases.
- Worked with Marketing SVP to cross-sell Auction Provision to existing Vendx users.



Product Owner

nRoad

Mar 2022 - Sep 2022 (7 months)

Designation - Business Analyst

Product Built - Convus

Domain - Financial

- Managed team of 4 Developers, 4 ML Engineers, 2 Financial Analysts, 1 Designer for FastAPI and React based Web Application.
- Managed Text Extraction Product - Convus to extract unstructured data from financial statements to calculate credit ratings for Moody's Analytics.
- Analysed Statistics and KPIs to measure and improve ML model.
- Collaborated with Moody's Higher Management to understand as is process and their requirements.
- Created Issue list and maintained task lists accordingly.
- Developed MVP and replaced manual process to calculate credit rating through back office process.
- Documentation of Product (BRD, Technical Design Document, Userflows).
- Prioritised stories based on usability and importance.
- Did surveys, customer interviews, documented team ideas and research around existing solutions.
- Collaborated with Marketing Team to understand other financial manual processes of potential clients to offer automations.



Product Manager

Calculai

Sep 2020 - Feb 2022 (1 year 6 months)

Products Built - GAME(Gender, Age, Mood, Ethnicity) Identification Engine, AR Filters Package

Domains - Retail, Sports

- Managed team of 3 Developers, 3 ML Engineers, 1 Designer, 1 QA and 20-25 Data Labellers.
- Worked on UI/UX design and mockups creation for MERN stack based Web SAAS Application.
- Did customer interviews for understanding requirements.
- Worked with Marketing team for cross selling products and giving demos.
- Researched and presented market trends for discussing new product ideas with team.
- Documentation and Jira task assignment using Scrum for product development progression.
- Finding new customers using LinkedIn and pitching them line of products.
- Developed Tensorflow based models for identifying Age , Gender , Mood & Ethnicity of customers based on facial coordinates visiting showrooms.
- Referred and implemented research papers for ML model development and improvement.
- Tensorflow JS based and AR based filter package development for clients according to their designs.



Product Manager

Mphasis

Jun 2015 - Apr 2017 (1 year 11 months)

Designation - Oracle DBA and Splz Trainee Infra Engg

Products Built - DBA Robo, Arago Framework ML-based Implementation

Domains - Petrochemicals, Financial

Initially worked on the payroll of Sharp Gaze Tech Services and converted to Mphasis payroll within a year.

- Managed Team of 5 Developers, 2 ML Engineers, 1 Designer, 2 QAs and 8-10 DBAs.
- Managed development of Automation Product - DBA Robo using Angular, Django & shell scripts for managing daily repetitive DBA tasks.
- Managed Arago ML Framework Implementation for automation of more repetitive cases using Machine Learning.
- Achieved more than 75% repetitive DBA cases automation using DBA Robo and Arago Implementation.
- Designed UI/UX of DBA Robo & collaborated with DBAs for the identification of repetitive tasks that could be automated.
- Delivered the UX-related changes and shortcuts-based operations in Webapp.
- Management and support of various versions of Oracle & MongoDB Databases.
- Cloud environment support for customers (AWS & GCP).
- L2 capability DBA for UK-based Petrochemical client company (British Petroleum) and Leading USA-based Bank (First Republic Bank).

Education



Symbiosis Institute of Computer Studies and Research

MSc Computer Applications, Data Science

Jun 2018 - May 2020

Completed with Distinction

Projects :

NER for Medical Equipments,
 Custom Object Detection,
 Background Scenery Detection,
 Loan approval classification ML model,
 Image Classification using Sliced Xception Net

My Most Liked Subjects were :

Product Management ,
 Python Programming ,
 Linux Programming ,
 NoSQL Databases ,
 Mobile Analytics ,
 Machine Learning,
 NLP & Deep Learning

Licenses & Certifications



M102: MongoDB for DBAs - MongoDB University



Diploma in Java and Oracle - TCS iON



Scrum Team Building Using Games and Interactive Tools - Coursera

Skills

Scrum • User-centered Design • Leadership • Product Management • Python (Programming Language)
• Machine Learning • User Experience (UX) • Product Marketing • MongoDB • SQL