

## EDUCATION AND SKILLS

Program	Institute	CGPA(Out of 10)	Year of Completion
Bachelor of Technology in Biotechnology	Indian Institute of Technology Roorkee	8.26	2022
<b>Software Skills</b>	<b>Analytics &amp; Visualisation</b> – Mixpanel, Cloudwatch, Countly, Amplitude, Excel; <b>Design</b> (Basics) - Figma, Canva <b>No-Code Tools</b> – Retool, Webflow; <b>Collaboration &amp; Sprint Tools</b> – Asana, Confluence, JIRA, Trello, Notion		

## PROFESSIONAL EXPERIENCE

<b>Associate Product Manager</b> <b>Prodigal</b> <i>Feb'23 – Present</i>  Leading the Applications team as a PM, responsible for everything customer facing, prioritisation, roadmap, problem identification, scoping solutions and shipping them.	<ul style="list-style-type: none"> <li>• <b>Created, scoped, and launched</b> <i>Scorecard Acknowledgement</i> feature in <i>ProInsight</i>, resulting in a <b>23% uptick</b> in usage of a complementary feature and the onboarding of several agents for <b>two</b> existing and one <b>new customer</b>.</li> <li>• <b>Orchestrated</b> the end-to-end development and launch of the <i>Account Explorer</i> feature in <i>ProInsight</i>, which resulted in onboarding of an entirely <b>new user persona</b>, contributing to a <b>12% increase</b> in platform engagement.</li> <li>• <b>Spearheaded</b> the <b>marketing and sales narrative</b> for the <b>go-to-market strategy</b> of the <i>Account Explorer</i> feature in <i>ProInsight</i>, resulting in a <b>6% increase</b> in sales conversion rates and successfully onboarding <b>two</b> new customers.</li> <li>• Built <b>product roadmap</b>, designed initial wireframes, summarized data findings, and recommended <b>strategic</b> initiatives.</li> <li>• <b>Spearheaded</b> the conception and launch of the <i>Complaints MVP</i> within the <i>ProNotes</i> application, established a strategic vision, that drove a <b>35% increase</b> in complaint capturing eventually increasing CSAT scores for Lenders.</li> <li>• <b>Improved</b> the demo environment for <i>ProInsight</i> by identifying problems, scoping solution and then launching the new demo environments catering to <b>two</b> other industries than <i>Collections</i> resulting in <b>10% increase</b> in no. of demos.</li> <li>• Scoped and launched the <b>MVP</b> of <i>Next Best Utterance</i> (dropped later) in <i>ProInsight</i>, created technical user facing documents for <i>ProNotes</i> and recorded several product tour videos for features in <i>ProInsight</i>.</li> </ul>
<b>Associate Product Manager</b> <b>Metadome.ai</b> <i>Jul'22 – Dec'22</i>	<ul style="list-style-type: none"> <li>• <b>Shipped</b> Royal Enfield AR with <b>World's first</b> "Compare bike in AR" feature and website integration. This resulted in <b>47% more</b> customers clicking "Book a Test Ride" CTA.</li> <li>• Worked <b>end to end</b> on Metadome's <b>first Hardware focused</b> POC for FORD USA.</li> <li>• <b>Won 3<sup>rd</sup> prize</b> (out of 15 teams) in an internal hackathon by building "<b>Metadate</b>" (virtual dating) using <b>Unreal Engine 5</b>.</li> <li>• Performed <b>Product Analytics Instrumentation</b> for TATA Virtual Showroom.</li> </ul>
<b>Category Management Intern</b> <b>Supr Daily (Swiggy)</b> <i>July'21 – Sep'21</i>	<ul style="list-style-type: none"> <li>• <b>Launched a brand</b> single-handedly by talking to the stakeholders, customers, identifying their current and potential needs and doing <b>PnL analysis</b> and designing <b>TOT margins</b>.</li> <li>• Used <b>Periscope, Excel and Retool</b> to analyse the different buy segments and build frontend for segment database.</li> <li>• <b>Analysed</b> the data using <b>SQL, Periscope</b> to deliver meaningful insights such as <b>Margin Leakage, DOH checks</b> etc.</li> </ul>
<b>Summer Research Intern</b> <b>UC, Los Angeles</b> <i>May'21 – Aug'21</i>	<ul style="list-style-type: none"> <li>• Analysed Y2H PPI dataset from HuRI project and Kinase database.</li> <li>• Parsed the dataset through UnitProtKB server using R code to derive kinase-Slim's interaction dataset.</li> <li>• <b>Increased</b> the accuracy of a <b>Random forests</b> based model to around <b>95%</b> by Feature Selection and tuning the algo.</li> </ul>

## POSITIONS OF RESPONSIBILITY

<b>President</b> <i>May'21 – Apr'22</i> <b>Dry Lab Head</b> <i>May'20 – Apr'21</i> <b>iGEM IIT Roorkee</b>	<ul style="list-style-type: none"> <li>• <b>Led</b> the team of <b>16 people (2 Designers, 3 Developers, 4 Volunteers, 6 Research Assistants and 1 Marketer)</b> as the President and Team Leader of iGEM IIT Roorkee.</li> <li>• <b>Led</b> the <b>Dry Lab</b> team of <b>4 people (3 Developers, 1 Research Assistant)</b> to deliver a Web Application and <b>5 different</b> models of our engineered protein based on different <b>Protein Modelling</b> Techniques.</li> <li>• Helped team <b>formulate</b> new policies, plans, prepare budget to secure a funding of <b>13000\$</b>.</li> <li>• Took <b>10 webinars</b> across INDIA and a <b>Machine Learning Workshop</b> which impacted 500+ students.</li> </ul>
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## PROJECTS

<b>Strategy &amp; Market Research</b> <b>Freelance, HyLyt</b> <i>Jun'21 – Aug'21</i>	<ul style="list-style-type: none"> <li>• Performed the Market Research to gain insights on consumer behavior and trends.</li> <li>• Used <b>SPSS, Excel, and Hypothesis Testing</b> for analysing the response of the target audience.</li> <li>• Identified the <b>Product-Market fit</b> post analysis and successfully <b>launched the product</b> in the desired segment. The engagement rate <b>increased to 2x</b> and the retention rate <b>increased to 1.5x</b>.</li> </ul>
<b>TailScout</b> <b>iGEM IIT Roorkee</b> <i>Jun'20 – Nov'20</i>	<ul style="list-style-type: none"> <li>• <b>Led</b> a team of <b>3 developers (2 Frontend, 1 Backend)</b> to launch this Web App(provides fusion protein for MDR bacteria).</li> <li>• Contributed in building the <b>backend</b> using <b>Django Based Rest API</b> for predicting secondary structure.</li> <li>• Trained a <b>Machine Learning</b> model based on <b>SVM</b> algorithm for detecting Antibiotic Resistant genes.</li> </ul>

## AWARDS/ SCHOLARSHIPS/ ACADEMIC ACHIEVEMENTS/ EXTRA-CURRICULARS

<ul style="list-style-type: none"> <li>• <b>Gold Medallist</b> in iGEM 2020 out of <b>149 teams</b> (A Synthetic Biology competition conducted annually by MIT, Boston)</li> <li>• <b>Won</b> the Best Project Award at IIT Roorkee at the Annual Technical Exhibition for the project 'Laser Harp' <b>out of 100 Projects</b> in the category.</li> <li>• Was in <b>Top 300 students</b> amongst <b>455,534 students</b> that signed up for Embark program by Upraised in <b>Product and Analytics</b> Categories.</li> <li>• <b>Won</b> Annual Excellence Award for outstanding Academic, Co-curricular achievements <b>consecutively for 2 years</b>.</li> <li>• <b>Won</b> a <b>Silver Medal</b> in <b>1st North Indian Open Karate Championship</b> 2012 by Wadoryu Karate-do Association, Haryana</li> </ul>
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