Navaneeth R
B. Tech, Master of Business Administration (MBA)

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ABOUT ME

A versatile product manager with **5+** years of experience, skilled in data analytics, market research, marketing, and software testing. Proficient **in SQL, excel & dashboarding.** Excels in **cross-functional environment** & adept at leading **B2B & enterprise software products**, including SaaS, Data and Data Platforms.

EDUCATION

- **MBA – XLRI, Jamshedpur** (2020-22)
  '**Treasurer – E Cell**', responsible to manage a budget of **$12.5 Thousand**

- **B.Tech (Engineering) –** Sastra (2012-16)

AWARDS & RECOGONITION

- Reliance Jio, **Star Award - Top 10%** performers among 250 employees
- **Proctor & Gamble,** Emerging Leader – **Top 200** among 1800 applicants
- **Fellowship**, Make a Difference (MAD) – Impacted 110+ children's learning outcomes

ACHIEVEMENTS

- **Cost Savings**
  Benchmarked and led integration of GenAI with document AI platform. Saved **$1M+ in cost per annum** and reduced the development efforts & time

- **Data-Driven Decision**
  Collected & analyzed **1.48M+ MSME data points** from three sources, mapping potentiality with sales presence in 741 Indian districts to inform **business development strategy**

TOOLS

- **Analytics** – SQL, Excel, Power BI, Tableau
- **Wireframe & Design** – Draw.io, Figma
- **Project –** Azure Devops, Jira, Asana

SKILLS

- Agile Software & Scrum Methodologies
- Quantitative & Qualitative Analysis
- Project Management
- Presentation & Negotiation
- Wire-framing, UI/UX
- Big Data & Cloud (Azure & Google)
- Roadmap planning & execution
- A/B Testing
- Verbal & Written Communication

WORK EXPERIENCE   5+ Years

Jio Platforms Limited   Product Manager (Data Platforms - Analytics)
May 2022 – Present

- Championed the expansion, maintenance, and development of Reliance Life Science's **data product portfolio** on **Azure Cloud**. Developed data-driven reports on **PowerBI** to empower **business facing teams** (finance, manufacturing, HR and operations) with insights.
- Liaised with **3 enterprise data teams**, totaling **30 engineers** & **project managers**, to oversee **data ingestion, access, and quality** in a hybrid cloud environment.
- Innovatively designed and launched a **document processing platform feature**, leveraging **Azure Cloud's OCR and GenAI integrations**. This innovation led to structure unstructured data and **creation of new data sources**
- Orchestrated the **end-to-end development** of **data mesh platform** from concept designs, prototype on **Google Cloud**, serving 14 Line of Business units within Reliance Retail. This resulted in the ingestion and storage of **200 terabytes/day** and processing of **2 terabytes/day**, facilitating data management and analytical capabilities
- Collaborated effectively with the product head to shape the **product roadmap, gathering market insights** from research, sales, customer success team and prospects. Utilized persuasion and empathy to influence product direction
- P**rioritized requirements & provided sprint guidance** in collaboration with distributed technical teams including network planning, DevOps, and cloud infrastructure
- Prepared Product Requirement Document (**PRDs**), playing a pivotal role in delivering solutions for various **Integration(Database & REST API) projects**

Hueint Private Limited   Product Manager (SaaS)
Feb 2019 – May 2020

- Led strategic **market trends research** resulting in a **55% revenue increase** by optimizing company's product offerings for the educational sector. Conducted **focus group** studies with **4+ educational institutions** to pinpoint customer needs & pain points
- Managed the full **product development**, prioritizing **40+ features**. Led a cross-functional **team of 7+** through UI/UX design, software development, feedback & deployment of **learning management system**
- **Increased productivity by 25%** through **KPI implementation** for product metrics, development throughput, and iterative enhancements, showcasing strong problem-solving

Forty-two and more LLP   Program Manager
June 2018 – Jan 2019

- **Decreased** creative design **TAT** by **12 minutes** through **agile process** implementation, introducing **Jira** for project management, and documentation restructuring
- Headed SMM & go-to-market strategy for 7+ key clients, **improving** lead **quality** by **25%** through filtration methods and **reducing CAC by 40%** through regional content ads & SEO practices

Tata Consultancy Services   Software Engineer
Jan 2017 – June 2018

- Developed **automation testing** programs **addressing** areas such as **functionality, database impacts, and usability.** Liaised between customer's UAT team & development team to address change requests and production errors for a banking web technologies application

INTERNSHIP & PROJECTS

YesBank   Market Intelligence & Strategy (2021)

- Identified **$130+ billion** in **Trade Finance scope** by evaluating gaps & opportunities in MSME manufacturing supply chain. **Collaborated** with **6 group of** internal & external **stakeholders,** delineating global export unit MSME's as a distinct market
- Created an intuitive **dashboard**, visualizing **1.48+ million data points** across 2k+ activities spanning 36 Indian states. **Enhanced sales strategy** in 741 districts through **potentiality map**
- Formulated a **10-step research blueprint** for identifying Trade Finance potential in MSME industries and clusters, facilitating efficient analysis

Vodafone Idea   Product Analyst (2021)

- Mapped out the **customer focused decision journey** for **40+ users** to uncover pain points in online SIM ordering.
- Recommended **10+ UI/UX changes** based on quantitative analytical insights from customer value surveys, resulting in **3% Conversion Rate** (CAR) across devices