

Experience

Apr '23-Present	COGOPORT Product Manager <i>Cogoport is a full-stack digital marketplace platform in the global logistics domain. Attained unicorn status by valuation in April 2022. Responsible for product vision, roadmap & execution strategy for - Pricing Engine & Customer Platforms</i> <ul style="list-style-type: none">Led a team of 30+ individuals to drive the pricing strategy & technology to achieve a revenue impact of USD 80 million+Improved order fulfillment by ~15% & rate coverage by 200% for Ocean and Air Cargo via continuous improvements across in-house tools like Critical Supply Rates, Supply Taskboard, 'Price Management System' & 'Price Monitoring System'Conceptualized a combination of Machine Learning and rule-based algorithms to build a 'Price Prediction Engine' for Air Cargo resulting in an increase in the number of bookings on predicted rates by ~15X and a reduction in cancellations by 28%Increased conversion by ~5% in SME customers by developing a customer-specific dynamic 'Price Transformation System'Identified gaps in the customer journey by customer research; Implemented 'Negotiate' tool to increase the number of orders by 7%Reduced customer drop-offs by 67% by introducing 'Levels of KYC'; allowing users to access services based on documents givenAchievement: Awarded the 'CogoBeliever' title & ESOPs worth 50L along with a chosen few employees based on performance	Mumbai
2018-2022	TATA CONSULTANCY SERVICES Product Specialist (Process Expert) <i>3.5 years of experience in product management for TCS's SaaS, B2B human resource management system, called 'CHROMA' Led multiple cross-functional teams leveraging Agile methodology.</i> Product Management <ul style="list-style-type: none">Designed and implemented the 'Make it Yourself' feature which reduced the client requests for design customizations by ~37%Launched a new module 'Incentive Management' to automatically calculate variable pay for 20,000+ employees every monthPrepared Product Requirement Documents (PRDs) for 21+ new features and enhanced the recruitment experience for HRIdeated & delivered an Automatic Interview Scheduling feature for prospective internal hires & reduced the hiring time by 15%Delivered a new 'Application Tracking System' as part of the product roadmap which led to 4 new customer conversionsDesigned & implemented the UX for automatically sending e-signed offer letter copies to candidates in case of salary corrections Leadership & Stakeholder Management <ul style="list-style-type: none">Led a team of 5 for job grade revision of 20,000+ employees for one of India's largest NBFCs, by data manipulation using SQLConceptualized & implemented a predictive functionality to recommend relevant internal jobs (IJP) to employees using AI/MLAchieved a Customer Satisfaction Index of ~90% for top 3 clients which resulted in 3 multi-year contract extensions	Mumbai
	Software Developer Product Design & Development <ul style="list-style-type: none">Developed an automation feature to periodically update the total work experience of more than 30,000 employees every monthOptimized the careers page & application process for Tata Sons for their flagship TAS program by improving the load time by 50%Increased hiring efficiency by ~25% by developing the 'Video Interview' feature using API Integration, of a third-party vendor	
2022-2023	THE MASTERS' UNION PGP in Technology & Business Management (Major in Product Management) Vice President: Product Management Club, MU; Consulted HealthKart , Gurgaon for cost reduction strategy National Finalist at Ingenium among 970+ teams; built product growth strategy for ' Skilled Sapiens ' an ed-tech company	Gurgaon
2014-2018	HERITAGE INSTITUTE OF TECHNOLOGY Bachelor of Technology, Electronics & Communication Engineering; GPA: 8.64/10 Top 15% of the graduating batch of 2018 Member: College Debating Society, College Cricket Team	Kolkata
2011-2013	M.K CONVENT SCHOOL Class 12 (CBSE): 90.6% (Ranked in the top 10% of the school)	New Delhi
2023	CRISPEE (<i>A fusion snacks brand, with 'Dosa Chips' being its first offering</i>) Co-Founder <ul style="list-style-type: none">Offered a pre-seed grant of ₹28.5L, from VC India Network & awarded mentorship by investors from Sparrow Capital & Sauce VCCreated branding, marketing & operations strategy; Sold 10,000+ units of dosa chips within a month with a gross margin of ~70%	Gurgaon
2022	THE HUNAR STUDIO (<i>A dropshipping business selling home decor products through website & Instagram</i>) Founder <ul style="list-style-type: none">Designed the website, infrastructure, set-up payments & created 32k+ impressions using organic, inorganic & influencer marketingGenerated a total revenue of INR 1,05,000 in ~6 weeks, handled 3 vendors, logistics, served 10+ SKUs & delivered 100+ orders	Gurgaon
2017-2018	TREASURER , Students Council of Heritage Institute of Technology <ul style="list-style-type: none">Managed a budget of ~35 lakhs, supervised functioning of 20+ clubs, organised 15+ cultural, technical, sporting & upskilling eventsLed a team of 200+ student volunteers, brought in sponsorship from 5 brands & generated a footfall of ~12,000 for 2 college fests	Kolkata
	Product Management: Agile, Project Management, PRD Preparation, Jira, Confluence, Product Design, Figma, Canva, Microsoft Clarity Technical: Java, SQL, R, Google Analytics, Advanced MS Excel, A/B Testing, Power BI, Tableau, Glide, Python, Scrum Content Creator @MBA1o1 , Learned the art of handwriting analysis, Post short stories on my blog - ' The Wise Owl ', Cricket	

Skills

Personal